Board of Trade Journal

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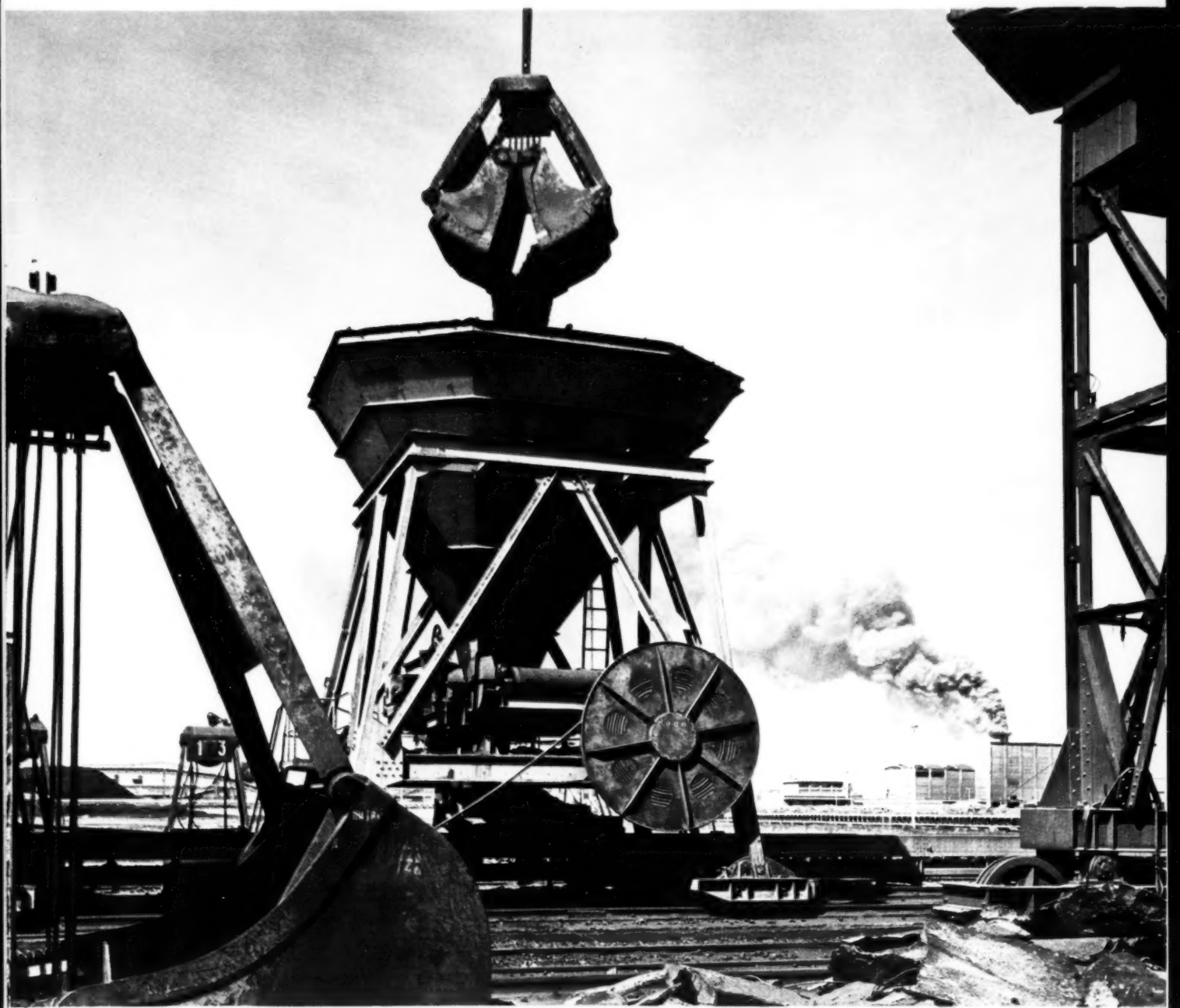

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Front cover photograph

The grab discharging into the hopper is a Priestman four-rope Ore Grab of 65 cu. ft. capacity. In the foreground is a Priestman 275 cu. ft. four-rope light coke grab. Both the grabs are at work at the Lisbon Steelworks of Siderurgia Nacional SARL. They were supplied in 1961 and have been at work ever since.

The ore grab is fitted with rounded corners, open-back jaws specially designed for sticky ores. The design minimizes compression in the material, so lessening the tendency for the material to stick in the corners, etc. Also, there is less chance of the grab overloading in easier materials as the excess is pushed out through the back of the jaws. Many grabs of this kind are operating successfully in United Kingdom steelworks, particularly where sticky home ores are handled.

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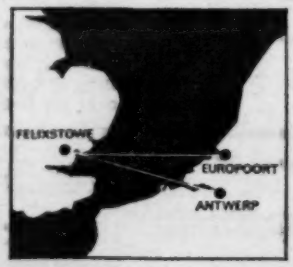

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The marketing of consumer goods in the Federal Republic of Germany

By the Commercial Department, British Embassy at Bonn

With the object of promoting increased U.K. exports to the Federal Republic, the Board of Trade has organized an 'Opportunity Germany' campaign during 1969. This is the first of three articles outlining export opportunities in this important market.

THE FEDERAL GERMAN MARKET is one of the largest and most stable in the world; its consumer expenditure is rising steadily and rapidly.

Can you sell British consumer goods there? Yes – if you pay attention to market requirements, have a traditional appeal, or offer outstanding design or quality features.

British exports to the Federal Republic of Germany in 1968 increased by one-third (in terms of sterling) on the 1967 level to a record £323 million. But the United Kingdom's share of German imports remained at a mere 4.2 per cent.

Economic background

The Federal Republic of Germany's economy last year made a strong recovery from the 1966/67 period of recession. Forecasts of the growth rate of gross national product were constantly revised upwards from the original figure of 4 per cent to a final figure of 6.9 per cent in real terms. The evident reluctance of the German public to spend freely during the period of recession has ended, and retail turnover increased last year by 4.3 per cent to £15,416 million. The Federal Minister for Economics, Professor Schiller, recently announced an expected growth rate in GNP for 1969 of 4.5 per cent in real terms. It is expected that consumer spending will rise by 7¼ per cent this year to about £33,000 million. The current rate of unemployment is 0.8 per cent. The number of foreign workers in Germany has risen steeply with the ending of the trade recession to 1,125,000, and is expected to increase by a further 100,000 this year.

Exports from the Federal Republic in 1968 of £10,364 million produced a record foreign earnings surplus of £1,916 million. On November 20 the Federal Government announced an immediate 4 per cent reduction in taxes on imports and a new 4 per cent tax on German exports as part of its contribution to the solution of the international financial crisis. These measures, which remain in force until March 31, 1970, are expected to result in a substantial increase in German imports. They were the subject of an article in the *Board of Trade Journal* of November 29, details were given in *Export Service Bulletin* No. 243/68 of December 6.

Sales prospects for British consumer goods

Against this background of an expected substantial growth in consumer spending in 1969, with the prospects for foreign consumer goods being particularly favourable, the official commercial service in Germany have selected the following categories (by no means exhaustive) of consumer goods as having particularly good chances of increased sales. Notes on these individual commodities have been, or will shortly be, published in the *Export Services Bulletin*.

Pleasure-craft and Marine Equipment (Bulletin No. 16/69 of January 22, 1969).
Furniture (Bulletin No. 23/69 of January 31, 1969).
Toys (Bulletin No. 30/69 of February 11, 1969).
Clothing and Accessories including Sports Clothing (Bulletin No. 31/69 of February 12, 1969).
Carpets (Bulletin No. 33/69 of February 14, 1969).
China and Earthenware (Bulletin No. 34/69 of February 17, 1969).
Furnishing Fabrics (Bulletin No. 43/69 of February 28, 1969).
Sporting and Athletic Equipment.
Hand Tools, Do-It-Yourself and Gardening Equipment.
Woollen Cloth.

Some of Britain's best selling consumer goods to Germany in the first nine months of last year were:

	Pounds
Woollen cloth	4,143,000
Whisky	2,130,000
Textile clothing and headgear	2,803,000
Toys	2,056,000
Books, newspapers and periodicals	1,136,000
Household vacuum cleaners and polishing machines	986,000
Medicaments for retail sale	904,000
Gramophones, tape recorders and records	769,000
Carpets	784,000
China and earthenware	593,000
Furniture	568,000
Sugar confectionery	480,000
Paints, varnishes and lacquers	466,000
Perfumery, cosmetics and toilet preparations	439,000

The market is prosperous and highly competitive, and British firms approaching it for the first time should make a first-hand study of local taste, Standards and trading practices. The great variety of specialist and general trade fairs and exhibitions which cover the full range of consumer goods provide an excellent medium for market studies.

The following paragraphs describe the pattern of consumer sales in Germany: it will be clear that this offers many different approaches to the marketing problem – from direct selling to the full-scale subsidiary. The market is so important that it is well worth a visit to discuss the question on the spot with businessmen and with the representatives of the Commercial Services at HM Consulates-General or the Commercial Department of the Embassy in Bonn.

Marketing channels for consumer goods

Retail marketing channels in the Federal Republic of Germany are fairly clearly defined as follows:

Major department store chains and their subsidiaries.
Mail order houses.
Central buying organizations and voluntary co-operatives.
Consumer markets, discount houses, etc.
The non-organized independent retail trade.

Department stores

Retail turnover in the Federal Republic in 1968 increased by 4.3 per cent to almost £15,416 million. The four major department store groups, Karstadt, Kaufhof, Hertie and Horten, together with their associated low-price chains, Kepa (Karstadt), Kaufhalle (Kaufhof) and Bilka (Hertie) and the retail outlets of the two major mail order organizations Quelle and Neckermann, registered an above-average increase in turnover of 9.2 per cent (1967: +3.7 per cent) to over £1,875 million, or almost 12 per cent of total retail turnover. If one extracts the turnover of chemists' shops, the motor-car trade and the fuel and oil retail trades from that of total retail business, the figure is reduced to about £13,021 million, and the percentage share of it accounted for by the major retailing concerns is considerably higher. The percentages of total retail

(*Continued on page 597*)

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Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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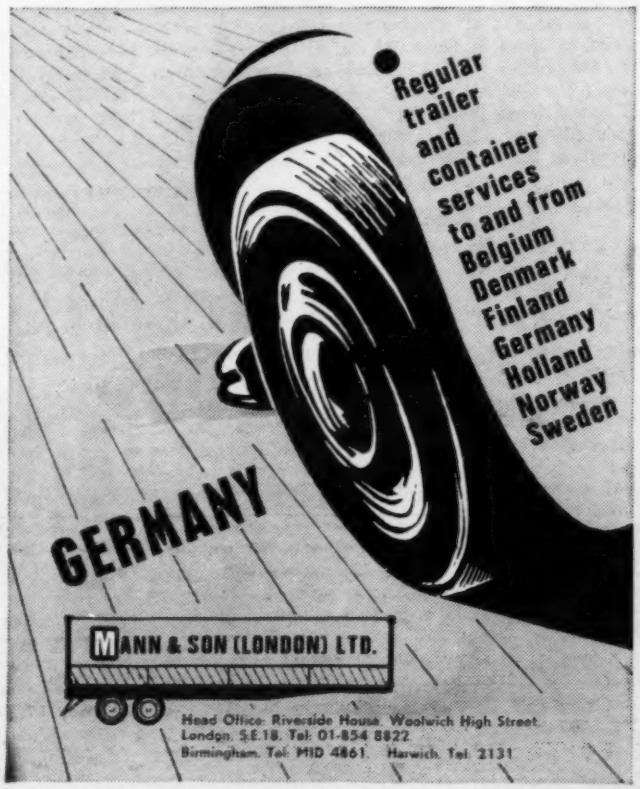

traffic and not offering the normal specialist retail services of sales of some broad categories of consumer goods which are accounted for by department stores are as follows:

Garden furniture, cosmetics, stationery and haberdashery – 30 per cent.
Toys – 25 to 30 per cent.
Technical consumer goods – about 20 per cent.
Textiles – approximately 10 per cent.

The following table shows the approximate turnover of department stores and their subsidiaries:

	Turnover (in million pounds)		Percentage Change in Turnover	Number of Branches
	1968	1967	1968 (1967)	
Karstadt A.G. Essen	317	294	+ 7·8 (+3·2)	60
Kepa Kaufhaus A.G. Essen	59	54	+ 9·2 (+1·1)	60
Kaufhof A.G. Cologne	280	252	+11·0 (+5·6)	54
Kaufhalle GmbH, Cologne	74	69	+ 8·0 (—2·3)	68
Hertie GmbH, Frankfurt	313	—	— —	63
Bilka GmbH, Frankfurt	31	—	— —	25
Horten A.G. Dusseldorf	195	179	+ 9·0 (+4·4)	51

The central buying offices of these stores located within easy reach of the United Kingdom are Karstadt, Horten and Kaufhof, in North-Rhine – Westphalia, while Hertie is in Frankfurt. All four store groups have import departments. They are naturally keen buyers whose business is much sought after, and many British exporters will probably find that regular personal canvassing and direct sales to these organizations will enable them to sell more competitively than by using commission agents.

Mail Order Houses

Full-range mail order houses registered a 6.7 per cent increase in turnover in 1968. Mail order sales account for 4½ per cent of total retail turnover; this may well be the saturation point. Germany's leading mail order houses, Quelle (Europe's largest mail order firm) and Neckermann, are also firmly established in direct retailing. Quelle have 19 department stores and 111 direct retailing agencies which account for over 40 per cent of the firm's turnover. Neckermann have 34 department stores and 88 direct retailing agencies which account for two-thirds of its turnover. Germany's fourth largest mail order company, the American Singer-owned Schwab AG, have dabbled in direct retailing for some years and are now opening consumer markets. The Quelle-owned mail order firm Schoepflin of Haagen runs 20 stores alongside its mail order business.

The league table of leading German mail order houses is as follows:

Name	1967 Turnover
Quelle	£267 million, of which mail order £156 million
Neckermann	£146 million, of which mail order £55 million
Otto-Versand	£69 million
Schwab	£43 million
Baur	£42 million

Central purchasing organizations, co-operatives and voluntary chains

Purchasing organizations consist of groups of traders (i.e. wholesalers and/or retailers) who join together on a voluntary basis for the purpose of bulk buying at most advantageous prices. This form of voluntary co-operation by independent traders is much more highly developed in Germany than in the United Kingdom. It exists in most Common Market and EFTA countries, but is nowhere as widespread as in the Federal Republic. There are central buying organizations covering most branches of the retail trade; they are particularly powerful in the foodstuffs, textiles, hardware, footwear and druggists' branches. Central purchasing organizations were originally formed by small and medium-sized retailers in order to combat competition from department stores and other large retail marketing organizations. The outlets now range from small retailers to supermarket chains; the organizations vary in their legal form (e.g., registered voluntary co-operatives, private companies) and have in most cases extended their original buying function to include such activities as central accounting, staff and management training, building finance, shop-fitting and advertising.

Closed circuit television was used by James Neill and Company (Sheffield) Limited during a seminar given in German at their works in Sheffield for sales representatives from their German and Swiss agents. The equipment is seen here in use during a role-playing exercise, one of the many advanced techniques of sales and product training used by Neills for their seminars on 'Eclipse' tools. Dr Lux, President of Firma Emil Lux, and seven of his representatives, including area sales managers, plus two sales executives of Rudolph Spengler, AG, attended the three-day course. In the photograph are, left to right (seated at the table): Herr Oettl and Herr Bilstein; (second row) Herr Frauenfelder, Herr Heitmann, Herr Marti, Herr Eberhard, Herr Beerman, and Herr Heyder; (standing) Herr Moldenauer, Mr. Mulvey, Mr. Marsh, Dr. Lux, and Mr. Tyack.

The importance of purchasing organizations as central buying points for large numbers of independent shops and stores appears to have been rather overlooked by British manufacturers in the past. One knitwear buyer purchasing on behalf of 900 independent textile shops recently said that he had not seen a British salesman since 1962. There have recently been a number of amalgamations of buying organizations, especially in the foodstuffs and textile fields, which have resulted in the formation of truly powerful buying groups. (Comprehensive details of footstuffs, textiles, hardware and footwear buying organizations are contained in the 'Report on some major outlets for consumer goods in Western Germany', available from the Board of Trade.)

Consumer markets

The development of this form of retailing has been the most outstanding feature of consumer goods marketing in Germany in recent years. The rapidity of its growth is illustrated by the following table:

	1964	1965	1966	1967	1968
Number of consumer markets	11	9	18	87	350 (App.)
Total sales area in square metres	37,500	29,400	73,950	266,110	1,000,000

Total sales of consumer markets in 1968 is estimated at over £500 million.

A consumer market has been defined as: 'A simply appointed large self-service shop of at least 1,000 sq. metres of sales area carrying a mainly non-branded range of consumer disposables at prices between 10 and 15 per cent below those of the average normal retail price, mainly located in places easily accessible to

(*Continued on next page*)

GERMANY: CONSUMER GOODS, *continued*

advice and sales staff. This form of retailing involves high capital investment, large-scale purchases and a saving of personnel costs.'

About 70 of the 350 consumer markets in existence at the end of last year had a sales area of more than 5,000 sq. metres, and they accounted for 45 per cent of consumer market sales, 60 per cent of consumer markets are located in North-Rhine Westphalia, Baden-Wuerttemberg and the Rhine Palatinate.

It is expected that the growth rate of consumer markets will slow down over the next few years, and that, with increasing prosperity, they will have to offer some kind of service and improved premises, thus gradually becoming something in the nature of self-service department stores.40 per cent of consumer markets are financed by wholesalers, 25 per cent by retailers (often in conjunction with wholesalers), 15 per cent by special companies and 20 per cent by chain stores. A list of some German consumer markets, which includes available details of their size and ownership, is obtainable from *Export Services Branch* of the Board of Trade, Room J29, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 245; Telex No. 886143).

The non-organized independent retail trade

The non-organized retail trade, which registered a below-average turnover increase of 2.4 per cent last year, consists mainly of shops and smaller stores selling high quality merchandise, and is, therefore, of particular interest to many Briitsh exporters. Independent retailers often expect exclusive selling rights in a defined geographical area.

Selling British consumer goods in Germany

It will be evident from the above that the German retail market is dominated by a relatively small number of large department store groups, mail order houses and central purchasing organizations. British exporters with an adequate export sales staff, especially those with larger export capacity, will probably find it to their advantage regularly to canvass these outlets direct, thereby saving agents' commissions and improving their competitive position. The larger organizations have import departments and usually handle distribution to their individual branches. Independent, non-organized retailers can only be reached through commission agents, wholesalers or through a local subsidiary company. Independent retailers are usually reluctant to import direct so that selling to them often necessitates the holding of stocks within the country or some form of arrangement for customs clearance and distribution.

Promotional activities

Trade Fairs

These are a most important aspect of consumer goods promotion in the Federal Republic of Germany, whose general and specialist trade fairs and exhibitions attract both exhibitors and buyers on a worldwide basis. The Board of Trade, in conjunction with trade associations and similar bodies, arranges participation under the joint venture scheme in a large number of events.

Store Promotions and British Weeks

British through-store and product promotions have become a popular form of retail promotional activity in recent years, as have also minor British Weeks sponsored by German local authorities. There will be a British Shopping Week in Dortmund from May 28 to June 4, and minor British Weeks in Lueneburg from May 10 to 18, and in Vechta from June 14 to 21. Details of these events can be obtained from British Weeks and Store Promotions Directorate of the Board of Trade. Advance notice of minor British Weeks and British Store Promotions appears from time to time in this *Journal*.

Missions

Both inward (buying) and outward (selling) missions are organized with the help of trade associations, Chambers of Commerce and the BNEC covering a wide variety of products. As with other forms of promotional activity, their success is in direct relation to the amount of preparation and effort put into their organization.

How to contact the market

The Government services are anxious to help you to find the right organization for your sales and to support your effort at exhibition and fairs. It will pay you to consult Export Services Branch of your nearest BoT Regional Office first.

APPENDIX

The following details will be of help to firms approaching the larger retail outlets directly. Firms are recommended, as far as they possibly can, to write in German and quote prices as indicated below:

Initial offers to the major department and chain store organizations in Germny should be made as follows:

Karstadt

Offers on a c.i.f. Rotterdam or Hamburg basis in Deutsche marks to Rudolf Karstadt AG, Auslandsabteilung, 43 Essen, Berliner Platz No. 1 (Tel. 20661, Telex 857887).

Kaufhof

Kaufhof have a London contact office and offers should preferably be made on a c.i.f. Rotterdam basis in Deutsche marks to Herrn J. K. Ruechkolz, Kaufhof Office, John Lewis and Company Limited, 278-306 Oxford Street, London, W.1.

The address of Kaufhof Foreign Department is Kaufhof AG, Auslandsabteilung, 5 Koeln, Leonhard-Tietz-Strasse 1 (Tel. 20501, Telex 8881371).

Hertie

Offers on a c.i.f. German port-border basis in Deutsche marks to Hertie Waren-und-Kaufhaus GmbH, Import Abteilung, 6 Frankfurt/Main, Zeil 42 (Tel. 21901, Telex 0411244).

Horten

Offers on a c.i.f. Rotterdam basis in Deutsche marks to Horten AG, Import Abteilung, 4 Düesseldorf, Am Seestern (Tel. 5701, Telex 08587611).

Kaufhalle (a Kaufhof subsidiary)

Offers on a c.i.f. Rotterdam basis in Deutsche marks to Kaufhalle GmbH, Import Abteilung, 5 Koeln, Innere Kanal Strasse 5 (Tel. 5711, Telex 8881072).

Kepa (a Karstadt subsidiary)

Offers on a c.i.f. German border basis in Deutsche marks to Kepa Kaufhaus GmbH, Abteilung Einkauf, 43 Essen, Schuetzenbahn 78 (Tel. 221001, Telex 085741).

Offers to Germany's leading mail order houses should be made as follows:

Quelle

On a c.i.f. German border or Franco (duty paid) Fuerth basis in Deutsche marks to Firma-Gustav Schickedanz, Einkauf-Ausland, 8510 Fuerth/Bayern, Nuerbergerstrasse 91/95.

Neckermann

On a c.i.f. German border basis in Deutsche marks to Neckermann Versand KGA, Abteilung Einkauf-Sachgebiet 9-Import, 6 Frankfurt/Main, Hanauer Landstrasse 360-400.

Otto Versand

Offers on a c.i.f. Hamburg basis in Deutsche marks to Otto Versand, Import Abteilung, 2 Hamburg 26, Hammer Landstrasse 12-14.

Schwab

Offers on a c.i.f. or Franco (duty-paid) German border basis in Deutsche marks to Friedrich Schwab AG, 6450 Hanau/Main, Kinzigheimerweg.

Baur

Offers on a Franco (duty-paid) German border basis in Deutsche marks to Grossversandhaus Friedrich Baur GmbH, 8622 Burgkunstadt.

Details of further mail order houses and how to quote them are contained in the 'Report on some major outlets for consumer goods in Western Germany', which is obtainable from Export

Services Branch, Room J29, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 245; Telex No. 886143), and the regional offices of the Board of Trade (see *Board of Trade Journal*, page 554, February 21).

For information on the best method of approach to other outlets, please consult the Board of Trade, who will, as necessary, ask posts in Germany for up-to-date advice.

Export opportunities in the Federal Republic of Germany

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened deposit accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016, 7017, Telex No.:* 886143, *Answer Back: BOTHILLGATE LDN, Telegram: EXSERBRA).*

Reference No.	Commodity		Bulletin No.
8092/69	Photographic supplies	Source of supply	38/69
8477/69	Components for the electro-chemical industry	Source of supply	37/69
8088/69	Concrete mixers and processing plant; cranes; dumpers; iron sheet	Source of supply	37/69
7601/69	Yeast	Source of supply	37/69
8558/69	Domestic utensils, gadgets, garden furniture, household ware, tools	Source of supply	37/69
3799/69	Metal drums, plastic canisters and containers	Agency	36/69
7937/69	Wallpaper	Agency	36/69
8205/69	Perfumes, toilet requisites	Source of supply	36/69
7562/69	Microfilm equipment	Agency	35/69
7526/69	Aluminium sulphate	Source of supply	35/69
7170/69	Machine tools	Agency	35/69
5108/69	Rolled iron products	Source of supply	35/69
4820/69	Bamboo basketware, bellows, forks, horse brasses, hearth furniture, mugs, tankards, reproduction furniture, trays and bins, tablemats, warming pans	Agency	35/69
1768/69	Carpet fittings, curtain railings and fittings, do-it-yourself handicrafts, and hobby articles, interior decoration articles	Source of supply	35/69
7146/69	Building machinery and equipment	Agency	34/69

ECGD guarantees £1.2 million contract for cargo vessel for Greece

THE Export Credits Guarantee Department, on February 19, signed a Financial Guarantee covering the sale of a 14,920-ton deadweight cargo vessel of the SD14 Liberty Replacement type, to Greece. The contract, worth approximately £1.2 million, is between Bartram and Sons Ltd., of Sunderland, and the Sea Eagle Shipping Company Limited of Greece.

The loan, which is for about £.96 million, is being made available by Hill, Samuel and Co. Ltd., acting on behalf of Lloyds Bank Ltd. and the National Provincial Bank Ltd., and is repayable over a period of eight years from the date of delivery of the vessel.

Hints to businessmen visiting Iceland

A REVISED edition of the booklet on Iceland has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Visit of British Trade Council in Germany

LED BY Dr. F. T. Hamblin, CBE, Head of ICI (Deutschland) GmbH, a team from the British Trade Council in Germany will be visiting the United Kingdom on March 19-21.

In order that the greatest use may be made of their visit, a meeting is being arranged in Conference Room Main A at the Board of Trade, 1 Victoria Street, London, S.W.1, at 2.30 p.m. on March 19, when British businessmen will be able to put questions to the team from Germany about the prospects for, and the practical problems arising from, doing business in Germany.

The team includes: Mr. J. W. Allenby (Lansing GmbH), Mr. W. K. Kuhlmann (Byford & Co., GmbH), Mr. T. Calvelli (resident partner in an international firm of accountants at Hamburg), Mr. W. G. F. Schaefer (Hill Samuel & Co., Frankfurt), Mr. C. A. Gude (Tozer Kemsley & Hillbourn, GmbH, Hamburg), Mr. A. F. Bedford (Heal Textil GmbH Stuttgart), Mr. T. B. Craigie (resident partner in an international firm of accountants at Frankfurt), Mr. P. Dreyer (Prestige Haushalterswaren GmbH, Solingen), Mr. H. E. Meyer (Ferrymasters Ltd., Düsseldorf), Mr. E. G. Wheater (Dunlop AG, Hanau/Main).

After the London meeting the team will be splitting into two and visiting other main commercial centres. A note about these meetings will appear in next week's *Board of Trade Journal*.

It is hoped that as many businessmen as possible will take advantage of this opportunity to meet the visiting mission from the British Trade Council. Those wishing to attend the London meeting (2.30 p.m. on March 19) should contact Miss S. Elkin at the Confederation of British Industries, 21 Tothill Street, London, S.W.1 (Tel. 01-930 6711, Ext. 322).

SMMT mission returns from Tokyo

THE Society of Motor Manufacturers and Traders Mission comprising 10 representatives of British automotive manufacturers concluded a two-week visit to Japan on February 21. Mr. Kenneth Wallis, the Mission secretary, described the results as most encouraging. Japan is recognized by the Mission as a difficult market for British automotive manufacturers and for most members it was their first opportunity to evaluate market prospects.

Most members reported a successful conclusion to sales agreements leading ultimately, it is expected, to joint manufacturing arrangements – for example, orders for silencers placed with the PECO representative were substantially in excess of anything done by the company in the Japanese market before. Kismet's representative concluded an agreement with the Chiyoda Company Ltd., whereby practically the whole of their considerable range of garage equipment will be offered to the Japanese market.

Other participants were, in general, satisfied with arrangements made to conclude agency agreements that promised well for future sales of their products.

Members of the mission left Japan determined to continue studying the requirements of the market closely, and it was their firm belief that constructive marketing of the products they represented would bear fruit.

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Mr. Anthony Crosland to visit Brazil and Mexico

MR. ANTHONY CROSLAND, the President of the Board of Trade, will pay his first visit to Latin America next month, visiting Brazil and Mexico, where he will have talks with senior Ministers.

While he is in Brazil he will open the British Industrial Exhibition in Sao Paulo, Brazil, in the International Pavilion, Ibirapuera Park. The official opening is on the evening of March 4; the President will make an extensive tour on March 5 of the whole exhibition, which closes March 16.

Financially backed by the Board of Trade, this major British Industrial Exhibition, the first all-British exhibition to be organized in South America since the war, is sponsored by the British National Export Council (BNEC Latin America) and organized by Industrial and Trade Fairs International Ltd. Occupying some 150,000 square feet inside the International Pavilion and a further 20,000 square feet of outside space, it will be the largest British Industrial Exhibition to take place overseas in 1969.

In a speech made during his visit to Brazil in November 1968, HRH the Prince Philip, Duke of Edinburgh, Patron of the British Industrial Exhibition, said that the exhibition had a twofold purpose. . . . 'It is intended to inform potential British exporters about market conditions in Brazil and at the same time to inform potential Brazilian customers about modern British industrial production.'

Over 400 British companies will be represented at this event, displaying a comprehensive selection of products known to be of interest to Brazilian industry. Industrial products exhibited include agricultural and constructional machinery, engineering and chemical plant and equipment, transport equipment, machine tools, textile machinery, production, processing or packaging machinery, electrical engineering, electronic and telecommunications equipment and scientific instruments, ferrous and non-ferrous metals, heavy and fine chemicals, plastics, dyestuffs, synthetic fibres and other industrial materials, components and services.

Note: Britain's exports to Brazil in 1968 totalled £44.7 million, compared with £19.9 million in 1967, an increase which made Brazil the best market for Britain in Latin America in 1968, having been only fourth best in 1967. Brazilian exports to Britain have also increased from £26.6 million in 1967 to £37.9 million in 1968. These figures illustrate the very rapid increase in the development of trade between the United Kingdom and Brazil.

This will be the first visit to Latin America by a President of the Board of Trade.

Speaking at a press conference in London on February 24, the President said that 100 years ago Britain was the dominant force in the Latin American market. British capital and technicians made the major contribution to the establishment of railways, bridges, harbours, telecommunications, gas and later electricity. In the early part of this century Britain was by far the largest exporter with nearly half of the total. 'In those days we provided everything from ships to clothing and from railway equipment to toys,' he added.

Continuing, the President said that even before the first world war, Britain's share of the market was decreasing but the liquidation of her investments and her pre-occupation elsewhere resulted in an all-time low of only 4 per cent of the total industrial imports in the 1950s. Subsequently we were overtaken by the United States, Germany and Japan with other competitors coming right up to our elbow.

'As a result of sustained pressure from the British National Export Council, our embassies, merchant bankers, relatively small numbers of exporters we started back up the slope in 1967. Helped by devaluation and an upsurge of interest, 1968 showed a 34 per cent increase over 1967 which should put us back into third place in the export league,' he added.

'This is only the start though. We want to make certain that this interest exemplified by the Sao Paulo Exhibition is capitalized to the fullest extent by a really dynamic export drive which will ensure a continuation of the 1968 growth rate, get the best possible value out of the Royal Visit and give us a good share of the vast potential that is Latin America.'

Mr. Crosland to visit Manchester

MR. ANTHONY CROSLAND, President of the Board of Trade is to visit Manchester today (February 28). He will be speaking at a luncheon to be given by the Manchester Chamber of Commerce following which he will pay a courtesy call on the Lord Mayor of Manchester. In the afternoon he will attend a meeting at the Town Hall with members of the Lancashire and Merseyside Industrial Development Association and will later be host at an informal dinner for the Co-ordinating committee of the North-west Economic Planning Council.

Lord Brown speaks on exports to USSR

THE USSR SECTION of the London Chamber of Commerce gave a luncheon in London on February 20 at which the guest of honour was Mr. M. Smirnovsky, the Soviet Ambassador in London. Lord Brown, Minister of State, Board of Trade, was among the guest speakers and took the opportunity to encourage British firms to export to the USSR.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Robert Hough

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Modification of the operation of the office control

THE ADMINISTRATIVE counties of Cambridgeshire and Isle of Ely, Herefordshire, Huntingdon and Peterborough, Lincoln – parts of Holland, Lincoln – parts of Kesteven, Norfolk, Rutland, Salop, East Suffolk and West Suffolk, and the county boroughs of Great Yarmouth, Ipswich, Lincoln and Norwich, are excluded from office control from February 25, and the exemption limit for office development in the metropolitan region outside Greater London is raised from 3,000 to10,000 square feet with effect from the same date.

Mr. Anthony Crosland, President of the Board of Trade, announced in Parliament on January 30, that he intended to make these two changes in the operation of the office control. Two Orders were laid before Parliament on February 24 to bring these changes into effect on February 25.

The Control of Office Development (Designation of Areas) (Variation) Order 1969 (S.I. No. 173) and the Control of Office Development (Exemption Limit) Order 1969 (S.I. No. 174) are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1, prices 6d. (10d. by post) and 4d. (8d. by post) respectively.

Notes:

In a statement on November 4, 1964, published as a White Paper the Government announced its intention to check the continued growth of offices in South East England, especially in London, and thus to relieve congestion and secure a better distribution of employment and a better use of resources.

The Government's intentions were given effect by the Control of Office and Industrial Development Act, 1965, which required that in the Metropolitan Region an application for planning permission for office development over 3,000 square feet be accompanied by an office development permit issued by the Board of Trade. The Birmingham conurbation was brought within the control by Order in August 1965; in July 1966 the area of the control was extended to the East and West Midlands and to South East England.

In July 1967 the exemption limit was raised to 10,000 square feet for office developments in all areas of the control outside the metropolitan region.

The two further changes described above were announced on January 30 by the President of the Board of Trade, who said that Orders to bring them into effect would be laid before Parliament.

The office control exemption limit will remain at 3,000 square feet in Greater London.

Industrial development certificates will continue to be required in the Midlands and the South East for industrial building exceeding 3,000 square feet and for industrial building exceeding 5,000 square feet in other parts of the country.

The President re-affirmed on January 30, 1969 that the control will continue to be administered rigorously in the congested areas.

BoT advance factory in Scotland allocated

TAYLOR INSTRUMENT COMPANIES (EUROPE) LTD., a Hertfordshire-based subsidiary of the Sybron Corporation United States, has been allocated the 27,000 sq. ft. Board of Trade advance factory built at Lochgelly, Fife, by the Scottish Industrial Estates Corporation. The new factory is expected to be operational some time during April, and it is anticipated that employment will build up to about 150 within a two- to three-year period. The majority of the new jobs will be for men.

The company manufactures process control instruments.

Tubes firm takes tenancy of NI factory

TPT LTD., whose headquarters are at Romiley in Cheshire, has accepted the tenancy of a 33,000 sq. ft. advance factory at Lurgan, Co. Armagh, Northern Ireland, and making the announcement, Mr. Roy Bradford, Northern Ireland Minister of Commerce, said: 'The factory, which is expected to begin production in the summer of this year, will be used for the manufacture of spiral tubes for the synthetic fibre and other industries in Northern Ireland and also the Republic of Ireland. Employment will be provided initially for 23 people, rising after three years to 105, of whom more than 80 will be men.'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 14.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.26	Guanidinium nitrate .	As in previous column .	December 31, 1969	10475
29.35	4-Hydroxy-3-(1, 2, 3, 4-tetrahydro - 1 -naphthyl) coumarin	As in previous column .	December 31, 1969	13262
29.39	Methylprednisolone .	Methylpredinisolone B.P..	December 31, 1969	13265
	Methylprednisolone 21-acetate	Methylpredinisdone acetate	December 31, 1969	13266

The Trade Marks (Amendment) Rules 1969

NOTICE IS HEREBY GIVEN in pursuance of sub-section 3 of Section 40 of the Trade Marks Act 1938 that the Board of Trade intend to make Rules under that Act amending the existing Rules by increasing fees payable in respect of trade marks. Among the changes are increases of £1 in respect of application and registration and £2 in respect of renewal. Copies of the draft Rules may be obtained on and after February 28, 1969 from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also then be obtained from the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO at the usual addresses, price 1s. 9d. (by post 2s. 1d.).

Any person who desires to make representations for consideration before the Rules are finally settled should do so on or before March 28, 1969. Representations should be addressed to the Comptroller-General, Industrial Property and Copyright Department, Board of Trade, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

Northern Ireland factory expansion will provide 250 new jobs

MR. ROY BRADFORD, the Northern Ireland Minister of Commerce, has announced that the Government factory at Loughgall Road, Portadown, occupied by Ulster Laces Ltd., is to be further extended by 30,000 sq. ft. The additional space will be used to increase the production of garments, knitwear and elastic trimmings.

Mr. Bradford said: 'It is intended to increase the current labour force of 550 at the Loughgall Road factory to 800 (215 of whom will be men) within three years from the date on which production starts in the new extension.'

RESTRICTIVE TRADE PRACTICES

Call up of information agreements

Explanatory note

THE NOTICE, on page 603, is published by the Board of Trade (under the provisions of the Restrictive Trade Practices Act, 1968) in order to give an opportunity to trade associations and individual firms to make representations about the range of information agreements which the Board of Trade have it in mind to call up for registration with the Office of the Registrar of Restrictive Trading Agreements. The Board of Trade are required by the Act to take into consideration any representations received within the period stated in the notice. In this case the Board of Trade invite written representations *within* 42 *days from the publication of this notice*. This is longer than the minimum period required by the Act since this is the first order of this kind, and the Board wish to make sure that those affected by it have a full opportunity to make their views known.

The effect of the order when it is made will be that parties to information agreements covered by it will be required to register them with the Office of the Registrar of Restrictive Trading Agreements. The Registrar will then consider whether each agreement is likely to cause detriment to the public or any section of it, for example, by discouraging competition between the parties to it. If not, the Board of Trade can, on a representation from the Registrar, give a direction that the agreement should not be referred to the Restrictive Practices Court. Otherwise, the agreement will be examined in due course by the Restrictive Practices Court.

Agreements presented to the Court are deemed to be contrary to the public interest unless the Court is satisfied that there is justification for the agreement in terms of the public interest in the circumstances of the particular case – Section 21 of the Restrictive Trade Practices Act, 1956 (as amended by Section 10 (1) of the 1968 Act) sets out the various heads under which parties to an agreement can present their justification for continuation of the agreement. (For a fuller account of the position see the article by the Registrar, *Board of Trade Journal*, November 15, 1968.)

The first call-up order proposed will extend to information agreements relating to prices, terms and conditions of sale and costs. These categories have been chosen for the first order because they are the ones which in practice can be used as substitutes, or near substitutes, for the kind of restrictive trading agreements (particularly the price fixing agreements) which the 1956 Act deals with. The Board of Trade emphasize that a wide range of information agreements will *not* be called up under the first order (even though power to do this exists under the 1968 Act); agreements *not* to be called up include those relating, for example, only to quantities of goods produced, processes of manufacture, persons to be supplied, and areas in which goods are to be supplied. Because these classes of agreement are not being called up, there will be no obligation to register them with ORRTA and no liability (provided they are not in effect restrictive agreements liable to registration already under the 1956 Act) for them to be examined by the Court.

The Board of Trade are not proposing to call up all information agreements even in relation to prices, terms and conditions or costs. The types of agreement it is proposed to exclude are shown in the schedule to the notice. The exclusions are intended to comprise:

(a) agreements relating solely to the supply of goods by export (but for this exclusion it would be necessary under the 1956 Act to deposit these agreements with the Board of Trade);

(b) agreements relating to statistical and other information required by public authorities (notably Government Departments) and furnished solely to those authorities. The intention is that the collection of statistics for national purposes should not be impeded and industry should not be discouraged from co-operating in the provision of necessary statistical information.

(c) agreements relating to genuine schemes of inter-firm cost comparison. In a number of industries schemes of inter-firm cost comparison have been adopted similar to those conducted under the auspices of the Centre for Inter-Firm Comparison, with the objective of raising the general level of efficiency in an industry by showing firms taking part in the scheme what operational results their competitors are managing to achieve. The typical scheme of this kind involves a comparison not of prices but of costs expressed in terms of cost-ratios; the results of the individual firms taking part are not identified in the information circulated among the participants in the scheme and the comparisons typically relate to a trading period ending more than three months before the date on which the cost comparison is circulated among the participants in the scheme.

For the convenience of readers the broad categories of information agreements which are being called up (subject to the exclusions shown) are (as set out in Section 5 (1) of the 1968 Act) those relating to:

Prices – the prices charged, quoted or paid or to be charged, quoted or paid for goods which have been or are to be supplied, offered or acquired or for the application of any process of manufacture to goods;

Terms or conditions – the terms or conditions on or subject to which goods have been or are to be supplied or acquired or any such process has been or is to be applied to goods;

Costs – the costs incurred or to be incurred in producing, supplying or acquiring goods or in applying any such process to goods;

The timetable for making the proposed order calling up information agreements is as follows:

February 28, 1969 – Publication of notice;

April 11, 1969 – Expiry of the 42-day period in which trade associations and firms should make representations to the Board of Trade;

Consideration of representations by the Board of Trade;

Settling the terms of the order, taking account of representations;

Laying of order in draft before Parliament;

Consideration of draft order by each House of Parliament;

If Parliament approves the draft, the Board of Trade will then make the order.

Until the order comes into force no obligation to register information agreements of the categories covered arises. When the order is made, existing information agreements covered by it must be registered with ORRTA within three months from the date of the order. Any new information agreement covered by the order must be registered before it takes effect.

The order calling up information agreements will apply to agreements whether they are made in writing or orally and will also apply to recommendations by trade associations relating to the exchange of information covered by the order.

The Board of Trade's intention in making the first order will be to exclude as far as possible from call-up categories of information agreements which are clearly beneficial and in the national interest. The scope of the agreements for call-up proposed in the notice and the exclusions from these categories set out are intended to achieve this, but the Board will, as required, take into account in considering the drafting of the order representations that other defined categories of agreement are also clearly beneficial to the national interest.

RESTRICTIVE TRADE PRACTICES ACT 1968

Notice by the Board of Trade

Call-up of information agreements

1. Section 5 (5) of the 1968 Act requires the Board of Trade, before laying before Parliament the draft of an order under Section 5 for applying Part I of the Act of 1956 in relation to information agreements of any class, to publish in such manner as the Board thinks appropriate, a notice describing the classes of agreements to which the proposed order would apply and specifying a period (not less than 28 days) within which representations with respect to the proposed order may be made to the Board; in settling the draft to be laid before Parliament the Board shall take into consideration any such representations received by them within that period.

2. Accordingly, the Board of Trade hereby give notice that they propose to make an order which would apply Part I of the Act of 1956 in relation to the classes of information agreements set out below and that representations with respect to the proposed order should be made to the Board of Trade within 42 days from the date of this notice, that is, not later than Friday, April 11, 1969. Representations should be made to the Assistant Secretary, Economic (General) Division 2, Board of Trade, 1 Victoria Street, London, S.W.1.

3. The classes of information agreements to which the proposed order would apply are:

Agreements (other than agreements specified in the Schedule hereto) mentioned in Section 5 (1) of the Act of 1968 which relate to any of the matters described in paragraphs (a), (b) or (d) of the said Section 5 (1) whether or not they relate to any other matters.

Schedule of exclusions

1. Agreements in the case of which all such provisions for or in relation to the furnishing of information as are described in Section 5 (1) of the Act of 1968 relate exclusively to the supply of goods by export from the United Kingdom.

2. Agreements made at the written request of a specified authority under which provision is made solely for or in relation to the furnishing of information by each party to the agreement separately and directly to that specified authority.

3. Agreements made at the written request of a specified authority:

(a) under which provision is made solely for or in relation to:

(i) the furnishing of information, separately by each party to the agreement, to a person who does not carry on any such business as is mentioned in Section 6 (1) of the Act of 1956, or, where the parties are members of an unincorporated trade association, to a person employed by them solely for the purposes of the association; and

(ii) the furnishing of that information or information based thereon by that person to a specified authority; and

(b) which provide that neither that information nor information based thereon is to be furnished by that person otherwise than to a specified authority.

4. Agreements relating to the matters specified in Section 5 (1) (d) of the Act of 1968:

(a) under which provision is made solely for or in relation to the furnishing of information to a person who does not carry on any such business as is mentioned in Section 6 (1) of the Act of 1956 and for the furnishing of information based thereon in the form of a comparison between the parties to the agreement; and

(b) which provide that the comparison is to be made available to any person (whether a party or not) only in a form which:

(i) prevents any information being identified as being information relating to any party to the agreement; and

(ii) discloses only the ratio which any particulars of the information in respect of a party bears to any other particulars of information in respect of that party, and only at a time when the information on which the comparison is based is not less than three months old.

5. In the Schedule 'specified authority' means:

Any Government Department (including any Department of the Government of Northern Ireland);
National Economic Development Council and any of its subsidiary Economic Development Committees;
National Board for Prices and Incomes;
Industrial Reorganization Corporation;
Any local authority (as defined in Section 66 of the Finance Act, 1965).
Wages Councils and Training Boards;
White Fish Authority;
Herring Industry Board;
Home Grown Cereals Authority;
Meat and Livestock Commission;
Central Council for Agricultural and Horticultural Co-operation;
National Seed Development Organization;
Shipbuilding Industries Board;
British Standards Institution;
National Research and Development Corporation.

(Signed) R. M. ALLOTT,
An Assistant Secretary of the Board of Trade.
February 28, 1969.

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Monopolies Commission report on the supply of services by estate agents

THE report of the Monopolies Commission on the supply of certain services by estate agents was published on February 25.

The Monopolies Commission were asked by the Board of Trade in September 1966 to investigate whether the conditions, to which the relevant part of the monopolies legislation applies, existed in the supply of services provided by estate agents in connection with the selling, purchasing and taking on lease of unfurnished dwellings, and, if so, to consider whether the conditions, or any practices followed in connection with them, were against the public interest. Broadly, these statutory conditions exist in the supply of a service where at least one-third of the supply of the services is in the hands of one firm, or of a number of firms which so conduct their affairs as in any way to restrict competition. In this particular case the Commission were asked, in determining whether or not the statutory conditions existed, to limit their consideration to the practices of charging commission at standard rates.

The conditions defined in the monopolies legislation

The Commission found that the statutory conditions prevail because at least one-third of the reference services supplied in England and Wales is supplied by persons who charge fees or commission at standard rates.

The Commission have not found that there is any ground on which it can be said that estate agents' profits are, on average, demonstrably excessive. They have found, however, that the practice of charging at standard rates, coupled with the ease of entry into estate agency, have led to the replacement of price competition by competition in the provision of services to the consumer, and in consequence to some waste of resources in some cases. They also consider that lack of free competition may reduce the incentive to introduce or experiment with new methods. The Commission have also taken the view that under a system of standard charges, at least in some cases fees are likely to be higher than they otherwise would be, and the customer is denied the option of a lower price if he does not want the full service that goes with the standard price. For these reasons the Commission has concluded that the statutory conditions operate and may be expected to operate against the public interest.

The Commission find no grounds for suggesting that the present method of charging fees *ad valorem* on a contingency basis (no sale, no fee) is inherently objectionable. They think it possible that the level of fees and the level of services which it provides in different areas is that which most vendors would in fact prefer, and they do not consider that there are any grounds for suggesting that any other method would in general be preferable. However, the present system of standard scales of charges provides little choice for the user of the services, and the Commission think that the very uniformity of the system is undesirable.

Note of dissent

One member of the group which conducted the inquiry, in a note of dissent, takes the view that the evidence does not establish that the new position, if standard charges are abolished, will be even as good as the present, let alone better.

Remedies

As remedies the Commission, with one dissentient, recommend that national and local societies of estate agents should no longer recommend or publish scales of fees for the services covered by the reference. They also recommend that certain rules of these societies which prevent or discourage competition on the basis of fees should be withdrawn.

The Commission also consider it important that the proposal that registration should become a statutory requirement should not lead to restraints on entry to the business which would reinforce the tendency to refrain from fee competition.

Copies of the Monopolies Commission report 'A Report on the Supply of Certain Services by Estate Agents' (H. of C. Paper 127) are obtainable from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches (price 10s. 6d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 11s. 0d.).

Monopolies Commission's report on recommended resale prices

THE REPORT of the Monopolies Commission on recommended resale prices was published on February 25.

The Monopolies Commission were asked by the Board of Trade in May, 1967 to report on the general effect on the public interest of the practice of recommending resale prices. This reference to the Commission was made under Section 5(1)(a) of the Monopolies and Mergers Act, 1965 under which the Board of Trade may require the Monopolies Commission to submit to them a report on the general effect on the public interest either of practices of a specified class which in the opinion of the Board are commonly adopted as a result of, or for the purpose of preserving 'monopoly' conditions, or of any specified practices which appear to the Board to have the effect of preventing, restricting or distorting competition in connection with the production or supply of goods, the supply of services or the export of goods from the United Kingdom. The Board of Trade's powers to implement the Commission's findings by Order do not apply in the case of general reports required under this Section of the Act. Any action to implement the Commission's findings in this case would therefore require new legislation.

The extent and effects of recommended resale prices

The Commission found recommended resale prices to be widespread in manufactures and processed foodstuffs, commonly accompanying the use of manufacturers' brands, and in relation to many goods sold through wholesalers to trade users (such as engineering and electrical goods). The extent to which retailers follow manufacturers' recommended prices was found to vary greatly among different kinds of goods and shops. In many cases recommended prices had been introduced as a substitute for resale price maintenance when the latter became illegal.

The Commission considered the various arguments put forward in support of recommended resale prices. Some were identical with those commonly used to support resale price maintenance – for example that distributors are enabled to have adequate margins and retailers to give a proper service. It was also suggested that recommended prices were convenient to retailers, in pricing their goods; to manufacturers, in their marketing strategies, and particularly in the launching of new products; and to consumers, in informing them at least approximately what they could expect to pay for the goods concerned. The Commission took the view that while in certain circumstances recommended resale prices might have these advantages of convenience, it was in general unlikely that their disappearance would cause serious difficulty.

The Commission also considered the effect of recommended resale prices on price levels. They found that where recommended prices were prevalent, prices tended to be more uniform (except where they were widely disregarded, in which case their effect on price levels was unimportant). The general level of prices in a trade might be higher or lower with recommended prices than without them. In a significant number of cases it was likely that they would be higher with recommended prices. This was particularly so where there was a monopolistic supplying industry, or where there was restriction of outlets. But in other circumstances, for example where recommended prices were used by a new supplier entering an industry, the effect might be to keep prices down.

The public interest

The Commission concluded that the effects of recommended prices on price levels, and the relevance of the arguments advanced in its favour, differed in different trades, and that the balance of the effect on the public interest differed accordingly. They felt that there would be advantage in requiring manufacturers, wherever they recommended a resale price to state explicitly that it was only a recommended price. Where there was widespread divergence from recommended resale prices, the Commission thought that they might mislead consumers, and that it could do little harm to the manufacturers' interest to dispense with the practice. And where recommended prices were generally followed, and it could be shown that the effect was to keep prices higher than they would otherwise be, it would be in the public interest to ban recommended prices. In such circumstances the ban should extend to the recommending of resale prices in independently published price guides. In all these cases, the Commission felt that a decision could only be taken after investigation of the trade concerned.

Recommendation

The Commission did not think that a comprehensive ban on

(*Continued on next page*)

Visits by British overseas commercial representatives during the period to May

THE FOLLOWING COMMERCIAL Diplomatic Officers are expected to be in this country during the next three months.

ARGENTINA (Buenos Aires)	M. HIME Third Secretary (Commercial)	May/June	In present post since 1966
CZECHOSLOVAKIA (Prague)	R. P. de BURLET First Secretary (Commercial)	May	In present post since 1968
SPAIN (Madrid)	M. H. M. REID Counsellor (Commercial)	April/May	In present post since 1967
TRINIDAD (Port of Spain)	J. BEARDWOOD, MBE Second Secretary (Commercial)	April	In present post since 1967
UNITED STATES (Seattle)	J. K. McGHIA Consul-General	May/June	In present post since 1967

British firms and organisations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Officers together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

RESALE PRICES REPORT, *continued*

recommended resale prices would be justified, nor even a ban subject to individual exceptions where specific benefits were established. They recommended that the Government should take power to ban the recommendation of resale prices in selected cases after investigation. They considered that there should be legislation to enable the Board of Trade to investigate, or to refer to an appropriate body for investigation, the supply of any class of goods (which could, if appropriate, be the products of a specified manufacture) in which the Board considered that the recommendation of resale prices might operate against the public interest. The power to prohibit the practice of recommending or otherwise suggesting resale prices should be exercisable by the Board after such investigation.

Copies of the Monopolies Commission Report, 'A Report on the General Effect on the Public Interest of the Practice of Recommending or otherwise Suggesting prices to be charged on the Resale of Goods (H of C Paper 100)', are available, price 6s. 6d., from HM Stationery Office, 49 High Holborn, London, W.C.1 and branches, or by post 7s. from HMSO, PO Box 569, London, S.E.1.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

The Hepworth Iron Co. Ltd. and
The vitrified clay pipe interests of Doulton and Co. Ltd.
Hill Samuel and Co. Ltd. and
Noble Lowndes Annuities Ltd.
Whitbread & Co. Ltd., and Strong & Co. of Romsey Ltd.
M. Wiseman & Co. Ltd. and the Ophthalmic Division of United Kingdom Optical & Industrial (Holdings) Ltd.

Man-made fibre and cotton yarn prices referred to NBPI

MRS. BARBARA CASTLE, the First Secretary and Secretary of State for Employment and Productivity, and Mr. Anthony Crosland, the President of the Board of Trade, on February 19 referred to the National Board for Prices and Incomes the question of manufacturers' prices of viscose and acetate rayon textile (filament) yarns, and of cotton, man-made fibre and mixture yarns spun on the cotton system.

British Commercial Representatives Overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on December 20, 1968 should be further amended as follows:–

EL SALVADOR. *Delete* Mr. J. Hammond, *substitute* Mr, R. G. Farrar.

FRANCE – LILLE. *Delete* Mr. J. K. Blackwell, C.B.E., *substitute* Mr. D. J. Swann.

GERMANY – HANOVER. *Insert* at end of entry '(Telex 203-9-23263 a/b BCG HND.)'

GREECE – ATHENS. *Amend* telex number and answer back to '201-216440 a/b 216440 Lion GR'.

PAKISTAN – LAHORE. *Amend* address of British High Commission to '4 Race Court Road, Lahore.' The P.O. Box and telephone numbers remain the same.

Amendments to classification of chemicals in the Brussels Nomenclature

PUBLICATION of the amending supplement to 'Classification of chemicals in the Brussels Nomenclature' was announced in the *Board of Trade Journal*, of January 3, 1969. Owing to a printing error, the supplement incorrectly showed that the heading for ammonium 3-nitrobenzoate should be amended from 29.22 to 29.24. The correct heading for this chemical is 29.14 and copies of the above publication should be amended accordingly.

Aviation and Shipping

'Board of Trade gives exceptionally high priority to trawler safety'

THE BOARD OF TRADE'S actions in the field of trawler safety were reviewed by Mr. Anthony Crosland, President of the Board of Trade, speaking on February 21 at the Royal National Mission to Deep Sea Fishermen, in Grimsby,

'First, I expect to announce very shortly the receipt of the report of the Board of Trade working group on the safety of fishermen in trawlers,' said the President, 'and with it a code of recommended safe working practices. This working group, with representatives of both management and trade unions, was set up some time before the disasters of last February which led to the appointment of the more formal Holland-Martin Committee of Inquiry with its wider but overlapping terms of reference. The working group has therefore concentrated its attention on problems of "industrial safety" and on producing a code of recommended safe working practices. In so doing, it has worked independently of and without prejudice to the findings of the Holland-Martin committee. But there has been the closest possible liaison between the two in order to avoid direct duplication of activity. I expect to publish the report of the working group next Friday. Apart from recommending the code of safe working practices, the report makes a number of extremely useful additional proposals. I shall study these most carefully, but I would prefer to take decisions on what action is needed in the whole field of trawler safety in the light of the Holland-Martin report when this becomes available.'

'As to the Holland-Martin report, I expect it to be available towards the end of April. Meanwhile I hope that after publication next Friday of the report of the working group, its recommendations and its code of practice will receive wide publicity, so that the ground can be prepared for early discussions with management, unions and other interested parties.

'I have mentioned the disasters of February 1968. Formal investigations into these were held last October, and the court findings included a wide range of recommendations. These touched on such things as communications between trawlers and base, protective clothing, ice removal devices, trawler stability in exceptional conditions, the supply of radio officers, the identification marking of inflatable liferafts, etc. I accepted the need for further study and action on all these points, and we are making good progress with the considerable programme of research which this entailed.

'I have a particularly strong interest in these matters as a result of my association with Grimsby. But I can assure the fishing industry that not only I, but all my officials in the Board of Trade, give the whole question of trawler safety an exceptionally high priority.'

Closure of HM Customs and Excise Mercantile Marine Office, Bristol

FROM MARCH 1, the Board of Trade Mercantile Marine Office at Post Office Buildings, Avonmouth Road, Avonmouth (Tel. Avonmouth 2931) will take over from HM Customs and Excise the responsibility for mercantile marine office work for the port of Bristol now undertaken by that department from its office at Prince Street, Bristol.

The Board of Trade Marine Survey Office, 37/41 Prince Street, Bristol, will continue to function.

Decimal currency: Retail Consortium advises traders to prepare now

A WARNING to retailers not to delay their changeover to decimalization is made by Mr. J. C. Butler, secretary of the Retail Consortium in a message contained in the latest Decimal Currency Board *Newsletter* issued on February 20. Mr. Butler says: 'The time for action is already here. Make up your mind to go decimal on D Day itself if you possibly can. Many of your competitors have already made their arrangements to do so."

Publicity during the next 12 months, say the Board, will be directed mainly at the smaller business, especially in the retail and distributive trades. The programme for 1969, the 'Year of the retailer', announced recently by Lord Fiske, the chairman of the Board, is outlined in the newsletter. It includes a special leaflet for retailers, a colour film and a Press advertising campaign.

Reviewed in the newsletter is the Board's first reference booklet for retailers, 'Cash transactions during the changeover' (HMSO 1s., by post 1s. 4d.) also published on February 20. This deals with matters of particular interest to retailers during the period after D Day when both the old and new currencies will be legal tender.

The newsletter also gives the first detailed information about the restricted services which banks will provide during the long weekend before D Day when they are closed for normal business. It reminds manufacturers and retailers that the ½d. should be phased out of prices well before it ceases to be legal tender on August 1, and reproduces the official statement, first issued on December 30, on conversion of PAYE and National Insurance contributions.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Summer management courses in marketing

THE NATIONAL Marketing Council has arranged marketing courses for senior executives to be held during 1969 in the United States, France and Britain. Places for 150 senior British managers will be available next summer. As in previous years the greater part of the curriculum of each course will be devoted to the study of domestic and international company case histories.

The courses are:

1. The British American management course in marketing for British and American executives of equal calibre. Six weeks' course at Harvard, Boston, United States, starting July 7, followed by a three-week business study tour. Approximate cost £1,350 inclusive of tour.
2. The European management course in International Marketing for British and European executives. Three weeks at Insead, France, from August 24. Cost approximately £320 plus extra for accommodation at Fontainebleau.
3. The International marketing course, directed by the International Market Programme Limited in association with the National Marketing Council. Places for British, European and Commonwealth members. Four weeks' course at Emmanuel College, Cambridge, commencing July 7. Cost £425.
4. Three week business study tour of leading companies on the Common Market from September 15. The tour is open to all participants of the Fontainebleau and Cambridge courses. Cost approximately £450 inclusive.

Brochures and application forms can be obtained from the Director of the National Marketing Council at Vintry House, Queen Street Place, London, E.C.4.

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Parliamentary Answers on aviation and shipping

WEDNESDAY, FEBRUARY 12

Serving British Eagle routes

Asked what arrangements had been made for British European Airways and Independent Airlines, to take over routes formerly operated by Transglobe and British Eagle, now withdrawn from service, and whether he would make a statement concerning future policy for the operation of Independent Airlines, Mr. William Rodgers, Minister of State, Board of Trade, said that exemptions had been granted last November to enable certain of British Eagle's domestic routes to be served pending decisions by the Air Transport Licensing Board on the applications now before them. Transglobe did not operate scheduled services. Future policy must await the Edwards report.

Jet fuels and fire hazards

A Member asked which foreign airlines employed in their aircraft using London Airport jet fuels of types whose character rendered them more dangerous in the event of accident than the fuels employed by the British Overseas Airways Corporation; and what action the President of the Board of Trade proposed to take to protect British passengers in such aircraft and other users of the airport from the dangers arising from the use of such fuels.

Mr. Rodgers replied: 'I understand that Air Canada and Japan Airlines use wide-cut gasoline which we believe can in some crash conditions involve a greater fire hazard than the aviation kerosene used by BOAC and other operators. These airlines and the Governments concerned are aware of our views and we shall continue to make them clear to ICAO.'

Glasgow Airport facilities

Mr. Rodgers was asked, in view of the effect on air traffic control of lengthening the main runway at Glasgow Airport, what consideration he was giving to plans for this development. He was also asked if he would ensure that Glasgow Airport would be as well equipped in respect of air traffic control facilities as airports of the same type in the rest of the country.

Mr. Rodgers replied that no formal proposals for extending this runway had been received, but he was ready to deal with the situation if, as a result of such an extension, the Instrument Landing System had to be moved. Glasgow was well equipped with navigational facilities and would continue to be so.

Aberdeen Airport

'There is no immediate prospect of the Board of Trade relinquishing the ownership of Aberdeen Airport, although our policy in the longer term is to relinquish control of such few civil aerodromes as remain in our charge,' said Mr. Rodgers in reply to Members' questions on future plans for Aberdeen Airport.

PAR at Gatwick Airport

Replying to a question on whether the precision approach radar equipment had been withdrawn from Gatwick Airport during 1967 or 1968 and what equipment had been installed to replace this, Mr. Rodgers said that Precision Approach Radar (PAR) equipment had been withdrawn from Gatwick Airport in 1968 some 10 months after it had ceased to be used. The Instrument Landing System (ILS), which was the internationally approved approach aid, had taken its place. As he had informed the House on January 20, he was at present reviewing the decision that PAR should be withdrawn from airports in the United Kingdom.

Trawler stability checking

In reply to a question on whether the programme of checking stability characteristics of the distant water trawling fleet ships had been completed, Mr. Anthony Crosland, President of the Board of Trade, said he did not expect the present investigation to be completed before Easter, although results on the first few individual vessels were now coming through.

Life-jackets

A Member asked which foreign passenger lines using the port of Southampton carried life-jackets for use in emergency which failed to comply with the standards and specifications laid down by the Board of Trade; and what action it was proposed to take to secure compliance with these standards and specifications. Mr. Rodgers answered: 'We have been prepared on the basis of reciprocity to accept on foreign passenger ships calling at United Kingdom ports life-jackets of types certified by the Administration concerned as conforming with the requirements of the International Convention for Safety of Life at Sea 1960.'

THURSDAY, FEBRUARY 13

Stansted airport traffic

A Question on the number of air transport movements and the number of passengers handled at Stansted during the last six months of 1968 and similar figures for the last six months of 1967 was answered by Lord Beswick. He said there were 2,332 air transport movements at Stansted in the last six months of 1968, and 234 in the last six months of 1967. The numbers of passengers were 111,135 and 9,005 respectively.

WEDNESDAY, FEBRUARY 19

Use of British shipyards by British shipowners

Asked what additional measures he intends taking to induce British shipowners to use British shipyards for repair work, Mr. Rodgers said: 'I do not think that it would be in our ultimate interest to try to influence the judgment of shipowners, who have to face intense international competition, in making what is essentially a commercial decision.

Munitions ship 'Richard Montgomery'

A Member inquired what conclusions were reached by the Board of Trade as to the feasibility of placing a protective barrier around the wreck of the munitions ship 'Richard Montgomery' in the Thames Estuary. Mr. Rodgers said the Ministry of Defence had been considering this matter in consultation with the Board of Trade and the Medway Conservancy Board. It had been decided that further technical information was required before a decision could be reached and the Hydraulics Research Station of the Ministry of Technology had been asked to undertake a survey of the immediate environment of the wreck and to conduct model studies into the feasibility of safeguarding it by a protective barrier.

Acklington Airport

Replying to a Member who asked what consideration was being given to the possible use of Acklington Airport when it is vacated by the Royal Air Force, Mr. Rodgers said the area was already well served by Newcastle airport which had capacity to spare and it was therefore difficult at the moment to envisage a civil role for Acklington.

Third London airport: possible sites

Asked whether Silverstone (Northants) was to be on the short list as a possible site for London's Third Airport, Lord Beswick said the Roskill Commission hoped to announce before Easter its short list of sites for more detailed investigation.

Answering a further question, whether, in view of the great disturbance which an inland project caused, and especially of the advent of the supersonic jet airliners which would be operating in the not too far future, the Roskill Commission could confine its consideration of possible locations for London's Third Airport to coastal sites. Lord Beswick said he understood that coastal sites had been among the suggestions submitted to the Roskill Commission, but the consideration given to sites of different kinds was entirely one for the Commission.

THURSDAY, FEBRUARY 20

Expenditure in foreign shipyards

Mr. Rodgers was asked to state the estimated expenditure by the British shipping industry in British and in foreign ship-repair yards, respectively, for each of the last five years. He said, 'The only information I have is for expenditure in British ship-repair yards, up to 1967, which is estimated to have been as follows:'

	£ million
1963	46
1964	46
1965	49
1966	49
1967	49

Glasgow Airport

In reply to a request to state, to the nearest convenient date, the amount of money expended on the construction and development of Glasgow Airport from Government sources, Mr. Rodgers said financial assistance of about £2.4 million had been given so far and was expected to reach £2.6 million in all. These sums were not repayable and did not attract interest.

Prestwick Airport

Asked to state, to the nearest convenient date, the amount of money expended from Government sources on the construction and development of Prestwick Airport, Mr. Rodgers said up to April 1, 1966, when ownership vested in the British Airports Authority, the gross capital cost of the airport was approximately £8.75 million. The value of the airport at vesting date was regarded as a debt owing to the Government to be progressively repaid together with interest on the outstanding balance. Borrowings in respect of development after April 1, 1966 to the extent that it had not been self-financed, were similarly treated.

International Air Transport Association's tariff

Mr. Rodgers was asked why he had not prolonged for the summer of this year the current relaxations of the International Air Transport Association's Standard Tariff Provision One in respect of flight charges for overseas tours from the United Kingdom. He said: 'The Provision I tariff for the current winter season was introduced as an experiment and the arrangements for next winter are currently under review. As regards the coming summer I would refer my hon. Friend to my reply to the hon. Member for Bothwell on January 29. A number of applications for further reductions in the control prices are now under appeal to the Board of Trade.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, FEBRUARY 11

Invisible earnings

Mr. Edmund Dell, Minister of State, Board of Trade, was asked if he would publish in the monthly press release and monthly in the *Board of Trade Journal* a table showing the monthly net total of receipts and payments of the Government current account overseas, a monthly average of the net private invisibles account, including interest profits and dividends, based on the previous available quarter's seasonally adjusted figures, an estimate of the net invisible earnings, and an estimate of the total current payments balance. Mr. Dell answered: 'The monthly press notice and *Journal* article refer to recent figures of net invisible earnings, including those for the last available quarter, expressed at a monthly rate. It would be inappropriate to expand the report on our visible trade into such a statement on the balance of payments.'

Customs Duties (Dumping and Subsidies) Bill

The Bill to consolidate the Customs Duties (Dumping and Subsidies) Act 1957 to 1968 was read for the first time in the House of Lords (*Hansard* Col. 307).

WEDNESDAY, FEBRUARY 12

Industry's investment intentions

Questions were asked on the trend of investment intentions in the distributive and service trades in 1969; and how these compared generally with the investment intentions of manufacturing industry. Mr. Dell replied that the information available was published in the *Board of Trade Journal* of January 24. Asked what estimate he had made of the effect of manufacturing industry's investment intentions for 1969 and 1970 on the rate of disbursement of investment grants, Mr. Dell said the trend of manufacturing industry's investment in 1969 and 1970 eligible for investment grants was expected to rise considerably and to be reflected in grant payments in 1970 and 1971. This and other factors which affected the rate of disbursement of investment grants would be taken into account in preparing estimates for those years.

The Monopolies Commission

Members asked if the President intended to publish a White Paper on Government policy on monopolies and mergers, and what proposals he now has to take steps to alter the powers and the composition of the Monopolies Commission. The President answered: 'As I told the House in November, I am reviewing the working of the Monopolies Commission. Meanwhile I have decided to take administrative steps to strengthen both the membership and the staff of the Commission, and to improve the arrangements for deciding on references to it. I shall consider whether to make a further statement when the review is complete.'

Monopolies Commission report on man-made fibres

Answering several questions on the recent report on the Monopolies Commission on cellulosic man-made fibres, the President said he expected to receive the Textile Council's Productivity and Efficiency Study in the course of this month. It would be wrong to take major policy decisions about the industry, including decisions on the Monopolies Commission's report on cellulosic fibres, until he had completed a thorough examination of the industry's structure in the light of the Textile Council's study.

English Calico Ltd. and Courtaulds Ltd.

In answer to questions about the proposed takeover of English Calico Limited by Courtaulds Limited, and the eventual structure of the textile industry as a whole, the President said Courtaulds had agreed at his request to withdraw their current proposal to bid for English Calico. The President continued: 'I shall examine the future structure of the industry in the light of the forthcoming Productivity and Efficiency Study and in close consultation with the industry and the Textile Council. In particular I shall have the advice not only of the chairman of the Textile Council but also of the chairman of the IRC.'

Christmas holiday period

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked if, to avoid the present variations in industry observing the industrial breaks at Christmas and the New Year, she would initiate discussions with the Trade Union Congress and the Confederation of British Industry on the possibilities of having an eight-day national holiday week covering Christmas to New Year's Day. Mrs. Dunwoody said the question of the duration of the Christmas holiday period was a matter for negotiation between the employees and the employing firm. Any such negotiation should have the closest regard to the criteria of the Incomes Policy.

Reorganization of GEC/AEI/English Electric Company

Several Members asked the President about his discussions with the new management of the combined General Electric Company/ Associated Electrical Industries/ English Electric Company about their proposals for the reorganization and rationalization of their operations; and what proposals he had put forward for the re-employment of men, women and plant made redundant by such reorganization.

The President replied: 'The company notified my rt. Hon. Friend, the First Secretary of State, before announcing their recent proposals for redundancies at certain of their works. I understand that they will shortly have further discussions with the Trade Unions. Depending on the timing and phasing of the redundancies, my rt. Hon. Friend does not expect that any serious difficulties will arise in the re-deployment of those affected. None of the four factories mentioned in the company's announcement is in a Development Area, but I shall of course watch closely the effect of any closures on our distribution of industry policy.

'Disposal of surplus plant is a matter for the company.'

Banking and discount companies

Mr. Dell was asked if he planned to ask the Big Four banks to make a full disclosure of their reserves, which the National Board for Prices and Incomes recommended in May 1967, when they next announce their trading results, and when he proposed to act on the recommendation of the National Board for Prices and Incomes and invoke section 12 of the Companies Act, 1967, in order that banking and discount companies should publish true profits and balance sheets. He said: 'I am now examining the full accounts of the banks, and I shall review the need for continuing the present exemptions in the light of the information which this examination yields. If the review should show that the exemptions could safely be withdrawn from any particular class of banks before they were withdrawn generally, then I would withdraw them for that class.'

Investment grants

What was the estimated annual current Government expenditure on investment grants, inquired a Member, and by what amount was this expected to change during the year in prospect, Mr. Dell replied, present provision in estimates for 1968-69 was £425 million; further provision would be sought in the Spring Supplementary Estimate. The main estimate for 1969-70 was being prepared and would be presented to Parliament at the appropriate time.

Census of Production

Asked how many Census of Production for 1968 forms relating to mechanical engineering had been sent out by the Board of Trade; and what estimate had been made of the time it would take a senior executive of each company concerned to complete it, Mr. Dell replied that on January 1 11,854 copies of the form relating to mechanical engineering were sent to firms in industry employing over 25 persons. The variability between firms prevented the making of a useful estimate.

Relief on imported goods

Replying to a question on tests applied before relief was given on goods imported from abroad; and what goods were admitted on the grounds that they are for the advancement of sport, Mr. Dell said: 'I do not know what particular reliefs the hon. Member has in mind. The precise tests vary, but relief is not normally granted on goods imported for domestic use where the Board of Trade are satisfied that suitable British goods are adequately available. A variety of sports goods imported for non-commercial purposes have qualified for relief, including gliders and various articles of equipment imported for use by competitors in the Olympic Games.'

Civil engineering contracts in East Africa

Asked how many complete contracts for the construction of factories, hospitals, schools and roads in Kenya, Uganda and Tanzania, had been secured by British companies with the assistance of the Board of Trade in each of the past five years, Mrs. Dunwoody said: 'We know of four in 1964, two in 1965, three in 1966, one in 1967 and two in 1968.'

Commonwealth free trade

A Member asked the President what steps were being taken to increase free trade on the lines proposed by the Commonwealth Prime Ministers in the communique following the conclusion of the recent Commonwealth Prime Ministers' Conference. 'There is no reference in the communique to Commonwealth free trade,' answered the President. 'However, there are references to a generalized preference scheme, to international commodity trade and to the general expansion of trade. These are all fields in which my department has been, and will remain, continuously active.'

United States companies in Great Britain

What was the average yield per cent which United States companies obtained on their original capital investment in Great Britain after five years and after 10 years, inquired a Member. Mr. Dell replied that the only information he had related to 1965, when the average yield (after United Kingdom taxation) on the net assets of British affiliates of United States companies established in 1956 and in 1961 was 12¼ per cent and 2 per cent respectively. These figures were based on small numbers and were not necessarily representative. Replying to a further question Mr. Dell said the total annual cost in dollars to British-registered companies of their obligations to United States companies for know-how agreements, royalties and patent rights, was about 135 million dollars in 1967.

National Exhibition Centre

'The Confederation of British Industry last week presented to me a report containing certain proposals for financing this project,' said the President, asked to make a further statement on the proposals for a national exhibition centre project at the cost of £15 million in the London area. 'I am now considering these proposals.'

Mrs. Gwyneth Dunwoody spoke during the adjournment debate on the National Exhibition Centre (*Hansard*, Col. 1491 to 1500).

Inter-Continental Pharmaceuticals (Bletchley) Ltd.

A Member asked if an investigation would be ordered under the powers conferred by section 165 of the Companies Act, 1948, into the affairs of Inter-Continental Pharmaceuticals (Bletchley) Limited and allied and associated companies. Mr. Dell replied that on January 13 the Board of Trade under Section 109 of the Companies Act, 1967, required the production of the books and papers of Inter-Continental Pharmaceuticals (Bletchley) Ltd. As a result of preliminary inquiries, the Board on January 29 appointed inspectors under Section 165 (b) of the Companies Act, 1948, to investigate the affairs of the company and of Curtis & Co. Ltd.

Hotel development in London

Asked whether he would seek powers to encourage the building of hotels between London airport and the centre of London, in view of the anticipated increase in travellers arriving by air, Mr. William Rodgers, Minister of State, Board of Trade, said legislation to encourage hotel development was to be introduced very shortly. He doubted whether specific powers of the kind suggested could be generally taken.

Sales of non-advertised soap powders

'I cannot disclose detailed sales figures, which are confidential, but the companies inform me that about 20 per cent of their sales of heavy duty washing powders are of the less advertised brands,' said Mrs. Dunwoody, asked to state the results in terms of sales of the experiment with cut-price, non advertised soap powders conducted by Proctor and Gamble and Unilever Limited.

Imports of Cheddar-type cheese

Mrs. Dunwoody was asked what steps were being taken to impose anti-dumping on imports of cheddar-type cheese. She said: 'The Board of Trade are investigating an application by the British producers for imposition of anti-dumping or countervailing duties on imports of certain types of cheese and cheese products from certain countries and have accepted that a *prima facie* case has been made out. If there is evidence of a significant increase in dumped or subsidised imports or market prices seem likely to collapse, the Board will impose a provisional charge to duty immediately. The Governments of the exporting countries concerned have been informed accordingly, and discussions are proceeding. Board of Trade Accountants are investigating the effect of the dumped and subsidised imports on the finances of the United Kingdom cheese producers to enable the Board to decide whether material injury is being caused or threatened. If the Board so decide, they will proceed forthwith to consider, in consultation with the other Departments concerned, whether the imposition of anti-dumping or countervailing duties would be in the national interest.

Political contributions by companies

A Member who asked Mr. Dell if he would bring up to the latest convenient date the information showing the amount of political contributions made by companies and disclosed in accordance with the Companies Act 1967, was told that the requirement to disclose information about political contributions in the directors' report applied to financial years of companies ending after January 26, 1968. Not all companies had yet sent to the Board of Trade a directors' report for a financial year ending after that date. Reports received from companies with net assets exceeding £500,000 or profits exceeding £50,000 show political contributions totalling £176,124. To extract information from the reports of smaller companies would involve an undue expense of time and effort.

Inspection of company balance sheets

An inquiry as to when company balance sheets were available for public inspection at the office of the Registrar of Companies; and what steps were taken to check that they had been deposited, was answered by Mr. Dell who said that if accounts were laid at an annual general meeting, they were required to be filed with the Registrar and so be available for public inspection, in general, not later than 10½ months from the end of the financial year of the company, or, if the company had overseas interests, 13½ months. The Registrar systematically reviewed throughout the year whether companies had fulfilled their obligations to file accounts and remind those which had not done so of their obligations.

THURSDAY, FEBRUARY 13

United States, ownership of British industry

Answering a request for a statement on the increase of United States ownership of British industry, Mr. Dell said: 'It is our general policy to welcome investment in this country from the United States and other foreign countries. Cases involving the take-over of important British companies are considered on their merits.'

Foreign Compensation Bill

The debate in the House of Lords on the Foreign Compensation Bill is reported in *Hansard*, Cols. 581 to 654.

Custodian of Enemy Property

Lord Brown, Minister of State, Board of Trade, was asked what was the total value of assets taken over and lodged with the Custodian of Enemy Property during the Second World War; from which countries it was taken over; what part of the total was handed back to those countries or their nationals after the War, and what part still remained in the hands of the Custodian. He answered that the Custodian of Enemy Property was concerned with the assets of both belligerent and technical enemies. After the war the assets of the former were passed over to Administrators of Enemy Property established under the Treaty of Peace Orders or similar British legislation. The amount involved for all these Administrators was about £34 million. Assets of technical enemies were returned to them either directly or through Money and Property Agreements with the countries concerned. The assets of technical enemies still held amounted to about £7½ million.

Imports of manufactured and semi-manufactured goods

The President was asked what was the increase in the total value of manufactured and semi-manufactured goods imported into the United Kingdom between 1958 and 1968. He said that imports of goods classified under Sections 5-8 of the Standard International Trade Classification (Revised), excluding arrivals of United States military aircraft, increased by £2,650 million between 1958 and 1968.

Imports of grapes from United States

In answer to a request for information on the quantity and value of grapes imported from the United States in the years 1968, 1967 and 1966, Mr. Dell gave the following figures:

Imports of grapes from the United States	cwt.	£,000, c.i.f.
1966	79,894	616
1967	49,208	389
1968	4,018	45

TUESDAY, FEBRUARY 18

Trade with South Africa

Mr Anthony Crosland, President of the Board of Trade, was asked to conduct an investigation into the extent to which the failure of United Kingdom exports to South Africa to rise by more than 2 per cent in sterling value during the first 11 months of 1968 when the dollar value of United States of America, German and Japanese exports to South Africa rose by 8 per cent, 10 per cent and 9 per cent, respectively, was due to Her Majesty's Government's ban on sale to South Africa of arms for use against external aggression. The President replied that the increase in our exports to South Africa in the first 11 months of 1968 compared with the same period of 1967 was somewhat greater, and the increases in exports from the United States and Japan somewhat less, than those stated in the question. 'I have no evidence that these differences were due to Her Majesty's Government's policy of implementing the United Nations Resolution on the supply of arms, which is also the policy of the other countries mentioned,' said the President.

Effect of mergers

In answer to a suggestion that he should recommend the appointment of a Royal Commission to examine the effect of mergers on the British economy, Mr. Dell said: 'No sir. I consider it unlikely that a Royal Commission, or any other body, could reach valid conclusions about mergers in general. By promoting certain mergers through the Industrial Reorganisation Corporataion, and by providing for the scrutiny of other mergers under the Monopolies and Mergers Act 1965, the Government seeks to ensure that individual mergers should contribute as far as possible to the public interest.'

PARLIAMENTARY ANSWERS, *continued*

WEDNESDAY, FEBRUARY 19

Hire purchase regulations

A suggestion was made that legislation should be introduced requiring all hire-purchase deposits to remain the property of the intended purchaser and to be retained in a separate banking account of the hirer until the goods were delivered. Mr. Dell said he was not convinced that a person acquiring goods on hire purchase should be treated more favourably than one who payed in advance for goods under some other form of contract, such as a cash transaction.

Trade with Rhodesia and South Africa

'I cannot say what United Kingdom trade with Rhodesia would have been but for the illegal declaration of independence,' said the President, when asked for an estimate of the annual loss of trade to Great Britain with Rhodesia and South Africa, respectively, as a consequence of the sanctions policy. 'In 1965, prior to comprehensive sanctions, our exports to Rhodesia were £31 million and our imports from Rhodesia were £29 million. I have no evidence that sanctions against Rhodesia have caused any loss of trade with South Africa.'

Consultancy grants scheme

Two questions were asked on the Pilot Consultancy Grants Scheme in the Bristol area; Mr. Dell answered that the closing date for applications was February 28. Up to February 14, 238 assignments (83 in Bristol and 155 in Glasgow) had been approved involving £366,000 in grants (£110,000 in Bristol and £256,000 in Glasgow). Other applications were currently under consideration. Grant was paid only when the assignment had been completed and a report by the consultant had been received. Only 15 payments, amounting to £9,400, had been made so far. 'We are now examining the results of the pilot scheme and the possibility of a national scheme,' said Mr. Dell, 'but it will be some time before a decision is reached.'

Trade with Finland

Asked what was the amount of imports from and exports to Finland from Great Britain in each of the years 1964, 1965, 1966, 1967 and 1968, Mr. Dell said annual figures of trade between Finland and the United Kingdom, together with figures for the preceding year, were published in the December issues of the *Overseas Trade Accounts* (page 283 in the 1965 to 1967 issues, page 284 in the 1968 issue). Asked for the the value of imports of timber in Great Britain from Finland in each of the years 1962, 1963, 1964, 1965, 1966, 1967 and 1968, Mr. Dell said annual figures of imports of timber from Finland into the United Kingdom, together with figures for the preceding year, were published against the heading 'Wood, lumber, and cork' on page 35 of the December issues of the *Overseas Trade Accounts* since 1965 and on page 47 of the December issues of the *Trade and Navigation Accounts* up to 1964.

Monopoly policy

A Member who asked if the President of the Board of Trade would state his criterion for the optimum number of companies for each industry in the light of his policy on amalgamation; what steps he now proposed to take to secure the minimum of competition to ensure efficiency, and how soon he expected to complete his scheme of monopoly control, was told by Mr. Dell that questions of the desirable structure of individual industries and the degree of concentration in them were best tackled not by applying a single general criterion but by looking carefully at the particular circumstances of each case. Mr. Dell continued: 'This is the approach which underlies the legislation on monopolies and mergers and effective use of this legislation can make a significant contribution towards achieving a sound balance in industrial structure.'

Industrial development

Mrs. Gwyneth Dunwoody answered questions on advance factories in Wales.

FRIDAY, FEBRUARY 21

Investment grants for computers

In answer to a request for an estimate of the additional amount of investment grants payable on the basis that capital expenditure on installation of a computer ranked for grant notwithstanding the fact that the computer is leased and not bought outright, Mr. Dell said investment grant may be paid on capital costs incurred by lessors in the installation of leased computers. Had grant been payable on installation costs incurred in 1967 by lessees the additional amount was estimated at about £1¼ million.

In answer to a Member who stated that the Board of Trade was allowing investment grants for data transmission equipment and computer terminals where these were located in the same building as the central computer, but not when they are carrying out an identical function at another location; and asked if he would give instructions for this distinction to be removed, Mr. Dell said equipment whose primary function was data transmission did not rank for grant. The admissibility of other computer equipment for investment grant did not depend on its location, though other differences, e.g. of function or of ownership, could affect the decision whether grant was payable. 'If the hon. Gentleman will give me details of any case where he believes there has been inconsistency of treatment I will investigate it,' said Mr. Dell.

A further question was asked: why, in view of the fact that in a computer installation, both magnetic tapes and magnetic discs were used for the storage of information, investment grants were payable on the latter and not on the former, Mr. Dell said, 'Grant is payable on an initial supply of magnetic tapes as part of the cost of a new computer, but not on subsequent purchases as these tapes have the character of consumable stores. Magnetic discs are, however, long-lived capital assets.'

MONDAY, FEBRUARY 24

Asked what action had now been taken regarding South African holiday advertisements, in the light of the Trade Description Act, Mr. Dell said: 'I am informed that the local weights and measures authority which was dealing with a complaint about these advertisements has decided to take no action on the complaint because its inquiries indicated that the statement complained of was not made in the course of a trade or business. We are, however, making further inquiries.'

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	January 1, 1969	
992,065	Glaenzer Spicer Societe Anonyme	A universal joint for the transmission of rotational movement.
1,065,045	Atelieres Heuze Maleuez Et Simon Reunis, Societe Anonyme.	Device for stacking sheet materials.
820,903	Standard Telephones & Cables Ltd.	Semiconductor diode.
1,054,648	Regie Nationale des Usines Renault	Improvements in article supports particularly for use in motor vehicles.
1,057,372	Regie Nationale des Usines Renault	Improvements in rotary-piston internal-combustion engine lubrication arrangements.
1,068,012	Societe Anonyme Francaise du Ferode	Heating and ventilating device for motor vehicles.
1,076,111	T.O.C. (Tools of Coventry) Limited.	Apparatus for supporting an article in a plating process.
	January 2, 1969	
994,834	Regie Nationale des Usines Renault.	Sealing blades for rotary-piston internal combustion engines.
1,066,716	T.O.C. (Tools of Coventry) Limited	Apparatus for supporting an article in a plating process.
	January 3, 1969	
828,416	Francois Marie Michel Bernard Solomon.	Apparatus for subjecting a structure to alternating mechanical impulses.
852,344	Regie Nationale des Usines Renault	Vehicle doors.
906,550	Regie Nationale des Usines Renault	Shock absorbers.
942,460	Regie Nationale des Usines Renault	Safety devices for automobile door latch mechanisms.
995,051	Institute de Recherches de la Siderurgie Francaise.	Devices for regulating the flow of substances suspended in a compressed gas.
1,099,088	Holzwerke H. Wilhelmi OHG	Manufacture of boards and other shaped articles from wood and other chips of vegetable origin.
1,123,429	Agfa-Gevaert Aktiengesellschaft	A process for the production of electrophotographic images.
	January 6, 1969	
936,473	Standard Telephones & Cables Ltd.	Electric variable frequency oscillators.
	January 7, 1969	
1,003,563	Mansfield Sanitary Inc.	Flashing valves for water closets.
1,095,011	Regie Nationale des Usines Renault	An improved servo-control device incorporating an alternator.
1,111,467	Autophon Aktiengesellschaft	Contact-less switching circuits.
	January 9, 1969	
765,685	Standard Telephones & Cables Ltd.	Improvements in electric phase discriminating arrangements.
765,768	Standard Telephones & Cables Ltd.	Data storage equipment.
788,991	Standard Telephones & Cables Ltd.	Storage of intelligence.
788,992	Standard Telephones & Cables Ltd.	Telegraph exchange systems.
788,993	Standard Telephones & Cables Ltd.	Number comparators.
790,954	Standard Telephones & Cables Ltd.	Method of cleaning semiconductor material.
810,698	Standard Telephones & Cables Ltd.	Radio diversity receiving system.
845,847	Standard Telephones & Cables Ltd.	Radio diversity receiving system.
864,521	Standard Telephones & Cables Ltd.	Friction clutches.
892,184	Standard Telephones & Cables Ltd.	An assembly for mounting units carrying circuit elements.
892,185	Standard Telephones & Cables Ltd.	An assembly for mounting units carrying circuit elements.
892,273	Standard Telephones & Cables Ltd.	Electrical identification system.
947,723	Standard Telephones & Cables Ltd.	Storage device.
948,179	Standard Telephones & Cables Ltd.	Matrix transistor with a capacitive coupling between the row and column wires.
956,896	Standard Telephones & Cables Ltd.	Circuit arrangement for detecting the signal of the greatest value from a set of signals.
957,807	Standard Telephones & Cables Ltd.	Connectors.
971,055	Standard Telephones & Cables Ltd.	Acrylic acid polymers.
972,759	Standard Telephones & Cables Ltd.	Transverse magnetic screening of a cylinder.

(*Continued on next page*)

NUMBER	GRANTEE	SUBJECT-MATTER
981,104	Standard Telephones & Cables Ltd.	Logical circuit assemblies.
986,868	Standard Telephones & Cables Ltd.	Electronic shift registers.
1,012,097	Standard Telephones & Cables Ltd.	Multiconductor plastic insulated telephone cables.
1,041,308	Standard Telephones & Cables Ltd.	Electrical circuitry.
	January 10, 1969	
996,693	Mefina S.A.	Hand grenade.
1,012,600	Ateliers de Construction Mecaniques de Vevey S.A.	Hydraulic turbine control device.
1,043,803	Frederick Arthur Evans	Power assisted golf trolley.
947,705	Firth Cleveland Limited	Space heaters and central heating systems.
947,706	Firth Cleveland Limited	Heat exchanger/blower units.
1,014,595	Richard Cox Abel	Urban developments.
	January 15, 1969	
1,027,473	Maschinenfabrik Winkler & Co. A.G.	Rotatable offset cylinder.
	January 16, 1969	
956,918	Groupement Atomique Alsacienne Atlantique (G.A.A.A.).	Retarding linear movement.
1,002,717	Chemische Werke Wilten Gesellschaft mit beschrankter Haftung.	Unsaturated polyesters and addition copolymers thereof.
1,006,668	Amazonen-Werke H. Dreyer	A muck spreading unit.
1,075,004	Etablissements Sandret	Method of and apparatus for welding wires on to condenser serpentine tube elements.
1,101,488	Philco-Ford Corporation.	Electric signal amplifiers.
	January 17, 1969	
872,164	Societe des Usines Chimiques Rhone-Poulenc.	Improvements in or relating to phenthiazine derivatives.
1,003,755	Ressorts du Nord S.A.	Abutment plate for rails and rail fastening means including said plate.
1,112,215	Compagnie d'Etudes et de Realisations de Cybernetique Industrielle.	Continuous gas analyzer.
1,115,510	Societe des Forges et Ateliers du Creusot.	Chambers including agitator systems.
	January 20, 1969	
949,853	Arnold Frederick Kent	Vehicle having impact-absorbing devices.
953,312	Arnold Frederick Kent	Vehicle having impact-absorbing devices.
953,313	Arnold Frederick Kent	Vehicle having impact-absorbing devices.
964,078	Arnold Frederick Kent	Impact-absorbing devices for vehicles.
1,019,728	Arnold Frederick Kent	Impact-absorbing devices for vehicles.
	January 21, 1969	
834,367	Standard Telephones & Cables Ltd.	Circuit arrangement for current regulation with the aid of transistors.
912,212	Standard Telephones & Cables Ltd.	Diversity radio receiving systems.
926,921	Standard Telephones & Cables Ltd.	A rotating radio beacon system for locating objects.
	January 22, 1969	
846,715	Fairbanks, Morse & Co.	Weighing systems.
846,716	Fairbanks, Morse & Co.	Batch weighing systems.
846,717	Fairbanks, Morse & Co.	Batch weighing systems.
846,718	Fairbanks, Morse & Co.	Weighing systems.
846,719	Fairbanks, Morse & Co.	Weighing systems.
904,425	F. W. Berk & Company Limited	Manufacture of halogenated aromatic compounds.
	January 23, 1969	
801,219	Standard Telephones & Cables Ltd.	Electrical number or document sorting system.
802,608	Standard Telephones & Cables Ltd.	Equipment for sorting numbered articles.
813,768	Standard Telephones & Cables Ltd.	Electrical circuit for comparing two numbers.
868,900	Standard Telephones & Cables Ltd.	Thermionic cathodes.
892,459	Standard Telephones & Cables Ltd.	Electromechanical delay device.
904,625	Standard Telephones & Cables Ltd.	Electric pulse code modulation systems of communication.
923,428	Standard Telephones & Cables Ltd.	Circuit arrangement for controlling the amplification in a transistor amplifier stage.
945,916	Standard Telephones & Cables Ltd.	Data transmission error-detecting arrangement.
953,852	Standard Telephones & Cables Ltd.	Machining device.
972,529	Standard Telephones & Cables Ltd.	Omni-directional altimetric radar.
983,212	Cow & Gate Limited	Distillation of aqueous solution.
990,500	The Republic of France	Missiles.
997,445	Fernand Georges Bac	Quick-release connectors.
999,934	Groupement Atomique Alsacienne Atlantique (G.A.A.A.).	Metallographic sample carrying device.
1,001,580	Groupement Atomique Alsacienne Atlantique (G.A.A.A.).	Plug and plug insertion means for nuclear reactor pressure vessels.
1,008,675	Coal Industry (Patents) Limited	Breathing apparatus.
1,015,095	Standard Telephones & Cables Ltd.	Selective amplifier gain control arrangement.
1,015,277	Societe d'Etudes et d'Applications Industrialles Commerciales et Immobilieres 'Inter-Technique'.	Disc brake.
1,022,766	Standard Telephones & Cables Ltd.	Frequency-stabilized oscillator.
1,024,673	Standard Telephones & Cables Ltd.	Remotely controlled antenna-matching device.
1,040,939	Regie Nationale des Usines Renault	Ball and socket joint.
1,053,904	Solvay & Cie.	Stabilized compositions of polyolefins.
1,056,165	Regie Nationale des Usines Renault	Manufacture of ring-shaped steel parts.
1,058,649	Regie Nationale des Usines Renault	Semi-automatic machines for drill casting hollow parts.
1,085,670	Coal Industry (Patents) Limited	Breathing apparatus.
1,087,115	Regie Nationale des Usines Renault	Improved apparatus for generating oil spray.
1,102,027	Regie Nationale des Usines Renault	Pistons for rotary piston internal combustion engines.
1,102,028	Regie Nationale des Usines Renault	Improved method of balancing rotary piston engines.
950,755	Regie Nationale des Usines Renault	Step-by-step electric switch control apparatus.
	January 27, 1969	
867,710	The British United Shoe Machinery Company Limited.	Safety devices for power cutting presses.
943,844	Regie Nationale des Usines Renault	Distributor-valves for controlling vacuum operated clutches.
980,684	Firth Cleveland Limited	Flow machine, for example blowers, of the cross flow type.
1,005,319	Antonio Negromanti	Temperature sensitive control wires provided with transistors for electrically heated pads, blankets and the like.
1,050,988	Firth Cleveland Limited	Ventilating fans of the cross-flow type.
1,089,281	A. B. Dick Company	Apparatus for generating character representative signals.
1,091,161	A. B. Dick Company	Data recording apparatus.
	January 30, 1969	
866,144	Coal Industry (Patents) Limited	Mineral mining machines.
974,681	Standard Telephones & Cables Ltd.	Phase meters.
1,005,879	Egyesult Gyogyszer es Tapszergyar	Basic phenothiazines and iminodibenzyl derivatives.
1,062,760	Brown Boveri and Company Limited.	Method and apparatus for operating plant working on a high-temperature closed cycle.
1,109,151	Permali Limited	Electrically insulating components.
1,112,711	Giovanni Pisoni	Heels for footwear.
	January 31, 1969	
940,818	Standard Telephones & Cables Ltd.	Phase sensitive detectors.
	February 2, 1969	
907,100	Standard Telephones & Cables Ltd.	Data processing systems.
907,380	Standard Telephones & Cables Ltd.	Data processing systems.
909,883	Standard Telephones & Cables Ltd.	Data processing systems.
918,339	Standard Telephones & Cables Ltd.	Control systems for electric motors.
1,013,163	Standard Telephones & Cables Ltd.	Binary information transmission system.
	February 3, 1969	
988,962	Ikarus Karosszeria es Jarmugyar	Hydraulic automatic clutches.
1,003,368	Standard Telephones & Cables Ltd.	Microwave modulation of light.
1,023,613	Standard Telephones & Cables Ltd.	Demodulator and control-voltage generator of high sensitivity.
1,026,063	Compagnie Generale D'Electricite	Electrodes.
1,064,568	Solvay & Cie.	Production of coated articles.
1,064,866	Compagnie Generale D'Electricite	Hydrogenation catalysts.
1,064,867	Compagnie Generale D'Electricity	Hydrogen electrodes for fuel cells.
1,079,672	Laura Henderson	Toilet aids.
1,101,603	Compagnie Generale D'Electricite	Gas diffusion electrode.
	February 3, 1969	
984,671	The Trane Company	Consequent pole shaded pole motor.
1,009,143	Paul Pierre Auguste L'Hoste	Drinker for animals.
1,026,380	The Trane Company	Purging apparatus for a refrigeration system.
1,026,857	The Trane Company	Improved compressor.
1,063,576	Giovanni Zumaglini	Orthopaedic apparatus for immobilizing and stretching the cervical column.
1,066,683	Glaverbal	Process and apparatus for the manufacture of glass beads.
1,101,502	Agfa Aktiengesellschaft	A process for producing direct positive colour photographic images.
	February 5, 1969	
754,456	Standard Telephones & Cables Ltd.	Method of etching semi-conducting material, especially germanium and silicon.
811,331	Standard Telephones & Cables Ltd.	Electrolytic condenser.
834,618	Standard Telephones & Cables Ltd.	Electric attenuators.
846,073	Standard Telephones & Cables Ltd.	Radio navigation system.
891,904	Standard Telephones & Cables Ltd.	Data storage equipment.
904,922	Standard Telephones & Cables Ltd.	Electric switchgear.
934,616	Standard Telephones & Cables Ltd.	Waveguide assembly.
936,254	Standard Telephones & Cables Ltd.	Circuit arrangement for binary storage elements arranged as matrices and with cyclic interrogation.
936,419	Standard Telephones & Cables Ltd.	Method and apparatus for data transmission.
959,714	Standard Telephones & Cables Ltd.	Light-current contact-making relays.
968,097	Standard Telephones & Cables Ltd.	Aerial navigation system with beacon identification.
971,763	Standard Telephones & Cables Ltd.	Device for transmitting signals over an acoustical delay line.
980,924	Standard Telephones & Cables Ltd.	Communication system in which subscriber lines are classified.
982,166	Standard Telephones & Cables Ltd.	Waveguide filters.
982,695	Standard Telephones & Cables Ltd.	Automatic written or printed character-recognition method.
998,837	Standard Telephones & Cables Ltd.	Control of the transmission of electrical signals through networks.
1,015,592	Standard Telephones & Cables Ltd.	Radio beacon.
1,051,413	Gevaert Photo-Producten N.V.	Thermographic reproduction and recording process.
	February 11, 1969	
895,285	Standard Telephones & Cables Ltd.	Magnetic material of the high permeability of ferrite type.
977,619	Regie Nationale des Usines Renault	Engine-propulsion unit for a vehicle.
979,069	Regie Nationale des Usines Renault	Improved process and appliance for the surface treatment of pinions.
1,002,168	Regie Nationale des Usines Renault	Rotary piston internal combustion engines.
1,000,739	Regie Nationale des Usines Renault	Locks for sliding windows particularly for automobiles.
1,026,228	Trefileries Leon Bekaert P.V.B.A.	Manufacture of wire mesh.
1,090,064	Agfa Aktiengesellschaft	Process for the production of photographic images or printing plates.
1,092,192	Heinz Zahoransky	Brush making machines.
1,107,081	Regie Nationale des Usines Renault	Diesel rotary-piston engines.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller,

The Patents Office.

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SELLING ABROAD

A guide to profitability in international markets

The British manufacturer contemplating export for the first time or wishing to expand from a modest beginning in this field is faced with a formidable task in obtaining in a digestible form, information on the subject which will enable him quickly to get to the heart of the matter.

Profitability, the biggest single factor in any selling operation, must be researched in all its aspects before the first steps in the marketing process can be taken. 'Selling Abroad', published by the UK Chapter of the International Advertising Association, explores the whole spectrum of international selling. Within its pages are contained a selection of case histories and an aide-memoire series of check lists covering each section. It contains a digest of invaluable information hitherto only available in a range of publications of much greater length.

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Primarily designed for manufacturers and marketing men, 'Selling Abroad' will be found to be of considerable value and interest to Chambers of Commerce, Trade Associations and students of business economics.

Published by the United Kingdom Chapter of the International Advertising Association in collaboration with the British National Export Council.

Copies of 'Selling Abroad' at 10/- each post free may be obtained from:
Mr. V. C. Geeson, International Advertising Association,
c/o National Coal Board, Hobart House, Grosvenor Place, London, SW1
Cheques and Postal Orders should accompany orders and be made payable to The International Advertising Association (UK Chapter) and crossed.

New Books

Report of the British Plastics Federation Mission to the Socialist Federal Republic of Yugoslavia. (55 pages. The British Plastics Federation, 47 Piccadilly, London, W1. 10s.) The British Plastics Federation has now organized seven trade missions abroad and this latest report covers the Federation's first mission, sponsored in conjunction with the British National Export Council, to Yugoslavia during November 1968. It presents a comprehensive picture of the plastics industry and has been issued to assist exporters of plastic materials and machinery who have so far had no business in Yugoslavia. The Mission recommends that in order to gain a lasting foothold in the country agents must be appointed, personnel of such agents must be trained, and the selling work in turn must be backed up with technical service, lectures, editorials in technical journals, etc.

Commercial Information: A Guide to the Commercial Library, by A. L. Smyth. 3rd edition. (32 pages. Manchester Public Libraries, Central Library, St. Peter's Square, Manchester M2 5PD. 7s. 6d.) The regional commercial information centres provided by the larger United Kingdom public libraries have always been an asset to the business community, but they are now particularly important because of the increasing emphasis on the need for good commercial information especially in export activities. The Manchester Commercial Library which has been in operation since 1919 has always been a good example of this type of service because of the scope and extent of the material made available to the public. This latest revised and expanded edition (the second edition 1964 was noted in the *Board of Trade Journal*, February 7, 1964, page 256) of Mr. Smyth's pamphlet on the resources and services of the library covers the main categories of published information; dealing with periodicals, indexing and abstracting services, newspapers, directories, statistics, export services, company information, trade marks, maps, government publications, telegraphic codes and bibliographies. It is a very helpful concise guide to publications of this kind, and thus will be useful not only to businessmen in the North-west but additionally to other enquirers who will find this account of the Manchester Commercial Department a valuable guide to the sources available for market information.

Economic Workbook and Data, by D. I. Trotman-Dickenson. (231 pages. Pergamon Press. Hard cover £1 15s.; flexi-cover 25s.) "Economics is based upon the observation of society. In recent years the observations have become more precise and quantitative and our understanding of the subject has improved accordingly. It is the principal object of this workbook to introduce students to facts and to encourage them to think in numbers. A sound grounding in this approach will stand them in good stead when they come to the study of modern methods of economic analysis and management. This work book is intended for students in their last years at school and first year at university. The topics covered correspond to the syllabuses for the General Certificate of Education at A level and general economic courses at universities. It may also be useful to candidates preparing for examinations in economics of the Chartered Institute of Secretaries, the Corporation of Secretaries and the Institute of Chartered Accountants". – Preface.

South West Tourist Study. British Travel Association. (2 vols. vol. 1, 74 pages; vol. 2, 96 pages. British Travel Association, Queen's House, 64 St. James's Street, London SW1. £5 5s.) The object of this survey into the tourist and holiday facilities in the South West holiday region was to examine in detail accommodation and its use, taking into account other studies of transport and amenities, which together represent the capacity of the region to receive and cater for visitor traffic. The survey is therefore complementary to that commissioned by the Department of Economic Affairs and carried out by Exeter University into the economic effects of tourism in Devon and Cornwall. *South West Tourist Study* provides a basis for planning further tourist and holiday development, enabling comparisons to be made of the region's resources and assets with estimates of demand for holiday facilities and forecasts of future changes in demand. The study shows the enormous size and scope of holiday accommodation and equipment representing substantial amounts of capital investment. Comparison of the assets of the holiday trade with the present market indicates certain basic weaknesses, the urgent need to plan development of the holiday region as a whole, and the desirability of diversifying visitor traffic and encouraging specialization in certain resorts, districts and zones. In particular, the British Travel Association emphasized the necessity for utilizing existing available accommodation throughout the year, improving the standard of accommodation and transport facilities, expanding existing information services on accommodation availability and establishing new information centres. Volume 2 of *South West Tourist Study* contains appendices taken from 23 computer tabulations compiled from the basic data collected during this project. They represent the essential facts on accommodation in the South West and the principal findings of the recreational study.

Markets, Market Control and Marketing Reform. Selected papers by P. T. Bauer and B. S. Yarney. (428 pages. Weidenfeld and Nicholson. £4 10s.) The title of this volume indicates the unifying themes of the selection of 18 articles, written jointly or separately by the two authors, which are reprinted in this publication. Within these broad themes a wide range of topics is covered, including the relation between economic progress and occupational distribution, the stabilization of commodity prices and the incomes of primary producers, international commodity schemes, the operation of commodity future markets, state marketing monopolies, the effects and implications of price controls and wage regulation, and several aspects of monopoly, oligopoly and restriction trade practices. The main emphasis in treatment is on description and analysis. Several of the papers have special reference to underdeveloped countries. The authors have prepared addenda to many of the papers, providing an elaboration of the analysis, and the discussion of developments which have taken place since original publication, as well as further empirical evidence and bibliographical references. The volume also contains an index.

It was decided early in 1966 that the British Standards Institution would expand the technical help it gives to exporters. Among other things it was decided to publish a *Digest of Technical Information for Manufacturers Exporting* for individual countries and specific classes of equipment or materials. The titles of the two main series so far published are *Electrical* and *Boiler and Pressure Vessels*, but other series on *Crane Hoists* and *Gas Equipment* are being prepared while further series on other subjects are planned. Re-issues of the *Digest* are being made as the volume in each category builds up. The whole Series is avail-

(*Continued on next page*)

Reports on science abroad

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2. (01-405 3422).

Trends in Natural Resources – Implications to the Chemical Industry. Part I – Non-Hydrocarbon Materials, by M. D. Ashton. 14 pages. *UKSM Report No.* 68/84. Papers presented at a conference which dealt with past and future trends in production, consumption and prices of a number of metals, as well as sulphur, phosphates and potash are summarized in this report. A summary is also given of a review of the current status of natural agricultural products used in the chemical industry.

Trends in Natural Resources – Implications to the Chemical Industry. Part II – Hydrocarbons and Petrochemicals, by M. D. Ashton. 9 pages. *UKSM Report No.* 68/85. The outlook for hydrocarbons and petrochemicals in the 1970's was discussed in two papers presented to the recent Chemical Marketing Research Association/Commercial Chemical Development Association joint meeting. These and a third paper, which reviewed the status of synthetic fatty acid production, are summarized in this report.

The 2nd Plating on Plastics Conference, by M. D. Ashton. 8 pages. *UKSM Report No.* 68/86. The current status of the selection, design moulding and pretreatment of plastics for electroplating was described by several speakers at a conference of the Society of Plastics Engineers, which was held in New Haven, Connecticut, in November 1968. Other papers described current and future uses for which plated plastics are suitable.

Notes on a Visit to the Food Division of the United States Army Natick Laboratories, by M. D. Ashton. 6 pages. *UKSM Report No.* 68/95. Activities of the Food Division of the United States Army Natick Laboratories include the development of advanced dehydrated, compressed foodstuffs, the preparation of foods for use in the space programme, and investigation of cell tissue culture as a means of food production. In addition, the Division has been responsible for over 10 years for investigating the use of radiation as a means of preserving foods. These activities are summarized in this report.

The 2nd Aga Symposium on Synthetic Pipeline Gas, by M. D. Ashton. 5 pages. *UKSM Report No.* 69/1. At the American Gas Association's Symposium on Synthetic Pipline Gas papers were presented describing the current status of various R & D projects and giving cost evaluations for the conversion of coal into gas. These papers are summarized in this report.

NEW BOOKS, *continued*

able from British Standards Institution, THE Section, Maylands Avenue, Hemel Hempstead, Herts., upon payment of an annual subscription of £2. This subscription runs from September to August each year. Titles of recent issues are: **Electrical Equipment for Use in Flammable Atmospheres to the Netherlands.** Technical Digest No. 7c. Issue 2. August 1968 (11 pages); **Electrical Equipment for Use in Industrial Situations to Finland.** Technical Digest No. 1b. Issue 2. August 1968 (41 pages); **Boilers and Pressure Vessels to Rumania.** Technical Digest No. 520. Issue 1. October 1968 (6 pages); **Electrical Equipment for Use in Industrial Situations to Norway.** Technical Digest No. 4b. Issue 2. November 1968 (42 pages).

Lighting in Offices, Shops and Railway Premises. Department of Employment and Productivity. *New Series No.* 39. (34 pages. Available from HMSO at 4s. 6d., by post 4s. 10d.) This booklet is intended as a guide for those responsible for lighting standards in offices and shops, including restaurants, cafes and public houses, together with railway premises. Appendices on illumination levels, artificial light sources and a lighting calculator are included.

Optimal Pricing and Investment in Electricity Supply, by Ralph Turvey. (124 pages. Allen and Unwin. £1 10s.) In writing this study of the principles of investment planning and the structure of marginal costs in a public enterprise, Mr. Turvey has drawn on his experience as a former Chief Economist of the Electricity Council. The economics of electricity supply are dealt with in general terms; there is no particular reference to England and Wales, and the special problems of hydro-electric power are not discussed. The author's approach to the subject combines engineering with economics. He has provided economists with an essay on applied welfare economics, and for other readers an analysis of the 'background philosophy' of investment criteria and tariff policy has been included. In regard to generation and transmission, the topics discussed are minimum cost operation of a thermal power system; problems of planning the expansion of the system to meet a growth in load; the role of the background plan in the optimizing procedure; long run marginal cost; risk and uncertainty in generation. There are also chapters on investment and cost structure, the quality of service, marginal costs and optimal pricing, and tariffs. An appendix provides an economic analysis of the choice of a transformer. As the concepts and techniques described here are relevant, in varying degree, to other public enterprises, they will be of interest to planners and policymakers in many fields.

Production Control by Computer, by J. D. C. Trusler. *Modern Aids to Production Management.* (133 pages. Machinery Publishing Co. £1 10s.) One of the major problems confronting production managers today is that of keeping up to date with rapidly developing production planning, organizing and control techniques. This problem is accentuated by the increasing pace of technological innovation, the introduction of new materials, the increasing rate of mechanization and trends towards automation, the refinement of automatic self-correcting controls and the extended use of electronic data processing systems. *Production Control by Computer* explains the principles of computerized production control to production managers who wish to install such a system. For this reason the chapters on selection systems have been treated in a non-mathematical way, but for those who wish to pursue the matter in greater depth an extensive bibliography has been included. The chapters on computers and stock control are only included as background information. There are already books which deal with these subjects in greater depth. Similarly, the chapters on conventional production control systems are included only for the sake of completeness since their contents will already be familiar to those engaged in this field of work. This book is based on the author's own experience in developing and installing a computerized system in an engineering jobbing shop. It is also based on discussions with production engineers who are fully aware of the complexities of conventional planning and control systems.

Distribution Cost Accounting, by R. Warwick Dobson. (149 pages. Gee & Co. 27s. 6d.) Cost accountants, the author maintains, have paid insufficient attention to distribution. Costing started in the factory and unfortunately has remained there, in spite of the fact that the expenditure incurred on transferring goods (including marketing and selling them) has increased substantially since costing was invented. This book is designed to remedy this omission. It is written for students – particularly cost accountancy students – and tells them in an introductory way, how to account for distribution costs and prepare cost accounting statements for distribution managers. The accounts of a hypothetical company are contained in an appendix, and are used to exemplify the distribution cost information which may be presented.

Development Research for the 1968 National Readership Survey. Research Services Ltd. (16 pages. Available free from Joint Industry Committee for National Readership Surveys, 44 Belgrave Square, London SW1.) In the summer of 1966, the Newspaper Publishers Association began a series of research studies into readership. This report contains a description of preliminary research studies into the most effective methodology for carrying out this research, as well as an analysis of the main results of the large scale pilot project using the selected method which was carried out in November/December 1967. Technical details are included in the appendices.

Emden and Gill's Building Contracts and Practices, by William H. Gill. 7th edition. (717 pages. Butterworth. £6 12s.) Since the publication of the sixth edition of *Emden and Watson's Building Contracts and Practice*, in 1962, there have been many important developments in the field of building contracts. A newly drafted RIBA standard form of contract has been issued and new conditions of engagement laid down. Many important Acts of Parliament affecting the building industry have been passed, and numerous new cases have played their part in expanding the law. In addition, the tortious liability of professional persons and others employed in the building industry have been considerably widened by the decision of the House of Lords, in the case of Hedley Byrne v. Heller (1964). This new edition of *Emden and Gill* takes account of all these developments.

Other Publications

GAS INDUSTRY DIRECTORY AND UNDERTAKINGS OF THE WORLD 1969. 351 pages. Benn Brothers. £4.

RADIOACTIVE PRODUCTS 1969/70. 216 pages. Available free from Radiochemical Centre, Amersham, Buckinghamshire.

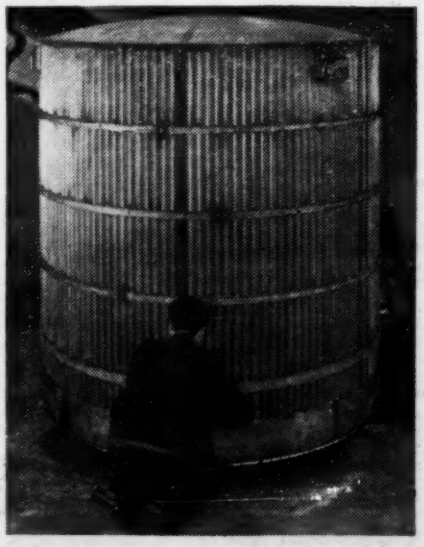
THIRD NATIONAL FIRE PROTECTION CONFERENCE PROCEEDINGS. 110 pages. Fire Protection Association, Aldermary House, Queen Street, London EC4. 25s.

TRADE ASSOCIATIONS AND PROFESSIONAL BODIES OF THE UNITED KINGDOM, compiled by Patricia Millard. 4th edition (revised and enlarged). 442 pages. Pergamon Press. £4 10s.

THE TRAINING OF SAFETY OFFICERS. 15 pages. The Institution of Industrial Safety Officers, 23 Queen Square, London WC1. 5s.

A UNITED KINGDOM HOTEL RESERVATION SYSTEM. Hotel and Catering EDC. 17 pages. Available free from the National Economic Development Office, 21/41 Millbank, London SW1.

One of four giant pre-heat tanks being coated with ¼ in. thick natural rubber lining as part of a £4,000 export order at the Farington, Lancs., factory of BTR Industries Limited, rubber and thermoplastic engineers. Destined for installation in the Cyprus copper mines, these pre-heat tanks have a diameter of 14 ft. and an overall length of 17 ft. They will operate at a temperature of 190° F and are designed to hold slurry and solids. An operative is seen here edge-wheeling – a process to ensure that the rubber adheres positively to the metal.



This corrugated annealing cover, nearing completion in the Leeds works of Greenwood & Batley, is being built by Cobar Precision Company, a Greenbat subsidiary, for the South African Iron and Steel Corporation.

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Export Service Bulletin Section – Room H24, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757, Ext. 7055; Telex 886143; T.A.: 'Exserbra, London EC4'.)

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
March 4-5	Miscellaneous stores	Youth Club Building (adjacent to Indoor Bowling Green,) Riverside, Chatham.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Machine tools; MT spares; tar/bitumen distributors; Mastic asphalt mixer; radar, wireless and electrical equipment and spares; non-ferrous metals; Avo-meters; two 64KW generators; diesel electric and petrol electric alternators; air compressors; 10-ton hydraulic trolley jacks; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; large quantities of Longine and Omega wrist watches; prismatic binoculars; rangefinders; theodolites and telescopic levels; sisal and manila rope; scrap batteries and tyres; laboratory equipment; tradesmen's tools; wooden boxes and cases; firefighting equipment; clothing including leather ankle boots; drill shorts and trousers; collars; shirts; skirts; vests; caps and large quantities of firemen's and firewomen's tunics, slacks, greatcoats and raincoats; scrap canvas and leather; carpets; rugs; webbing; mattresses, etc.; tubular stacking, easy and arm chairs; chest of drawers; writing bureaux; tables; steel and wood wardrobes and lockers; cutlery and kitchenware, etc.

March 11-13	Miscellaneous equipment and stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), "Modwena House", 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)

Vehicle, electrical and electronic equipment and spares; radio receivers; workshop, radar, laundry and metal bodied trailers; test sets; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; photographic equipment; generators; X-ray equipment; bearings; aircraft components and ground equipment; camp equipment; battery torches; machine tools including centre and capstan lathes; universal and horizontal milling machines; pillar and bench drills; woodworking machinery; lathe and milling tools, etc.; steel pipes and pipe fittings; clothing and textiles including vests; drawers; flax and cotton duck; webbing; canvas packs; haversacks; sleeping bags; unworn ankle boots; shoes; firemen's and firewomen's clothing and equipment; also large quantities of binoculars by Solux, Ross, Leitz, Kershaw, Omega, Habicht, Barr & Stroud; watches by Junghans, Oris, Longine, Smith; compasses (pocket, underwater, marching); pocket knives.

March 18	Miscellaneous stores	Command Ordnance Sub Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)

Machine tools including portable reciprocating saw; 3-in. Wallin portable pump set; Smart & Brown lathe; wheeled belt driven saw; 6-in. hacksawing machine 4 ft. by 2 ft. by 3 ft.; Wilson 7-in. SS and SC lathe; shearing machine; B & D ⅜-in. drill; water piping and fittings; electrical and wireless equipment; scrap brass and copper; bearings; pneumatic vibrator screenboards; firemen's and firewomen's uniform and equipment; firefighting equipment; haversacks GS Mk. 7; clothing and furniture; large quantities of general stores.

March 25-26	Technical and miscellaneous stores	Regional Depot RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)

Plant and equipment; electrical equipment; motor transport spares; electronic valves; miscellaneous steam and water fittings; 27½ kVA generators; 3-ton portable runways; Brockhouse trailers; Land Rover engine running test machines; surplus mine stores; air conditioning units; Dennis fire pump trailers; current transformers; machine tools; wireless sets; centrifugal water pumping set; water pipes and fittings; clothing and textiles including large quantities of blankets and GS Mk. 7 haversacks; miscellaneous furniture and other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

BUILDING MATERIALS

Over 1,000 tons of pipe and pipe fittings, water tanks and towers and fittings (normal domestic and commercial pattern) will be offered for sale at Ministry of Defence auction sales to be held at BRANSTON Staffs., on March 11, 12 and 13, 1969; COLCHESTER, Essex, on March 18, 1969; BARLOW, Yorks., on May 20, 1969, and BRANSTON, Staffs., on June 10, 1969. Catalogues, price 1s. 0d. (postal order only) will be available from about two weeks prior to and up to dates of sales, from the following auctioneers:—

BRANSTON: Arnold & Sons, "Modwena House", 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.
BARLOW: Bartle & Son, 52 Merrion Street, Leeds LS2 8JH, Yorks.
BRANSTON: Arnold & Son, "Modwena House", 13 Market Place, Burton-upon-Trent, Staffs.

SURPLUS CLOTHING

Large quantities of surplus clothing including firemen's trousers, tunics and greatcoats; women's gaberdine raincoats, greatcoats, jackets, skirts, wrapover overalls, waterproof leggings, webbing waist belts, shoes and peaked caps, are to be sold at Ministry of Defence auction sales at BRANSTON, Staffs., on March 11, 12 and 13, 1969, and at COLCHESTER, Essex, on March 18, 1969. Catalogues, price 1s. 0d. (postal order only) obtainable from the following auctioneers:

BRANSTON: Arnold & Son, "Modwena House", 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.

SALE BY TENDER

MACHINE TOOLS

Bench and pillar drills; tool grinders; centre lathes; horizontal, universal and vertical millers; sawing, shaping and woodworking machines, etc. Located at Yelverton, South Devon, and at Topsham, Nr. Exeter, Devon. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. March 20, 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Mar. 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	106	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	175	203	186	+104	— 40	—30	+10
1968		139*				104									+90
1967															
1st quarter	133	132	167	161	129	100	167	130	172	192	179	+ 32	— 15	— 7	+14
2nd quarter	133	133	169	162	129	100	176	137	183	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	173	207	190	— 25	— 11	—16	—20
4th quarter	134	135	174	170	135	104	174	127	171	211	192	+ 59	— 22	+ 5	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	191	210	194	—119	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	176	216	189	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	194	210	184	+ 72	+ 33	+17	+.5
4th quarter		142*				104									+39
1968															
July		140				102									
August		141				104									
September		140				102									
October		141*				103									
November		142*				106									
December		143*				104									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,411	168	155	—404
1968	145*	129*	125·0	+4·7	120·6*	112·5*	187·3	543	189		206	190	
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,419	166	160	—110
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,359	179	138	—299
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 80
4th quarter	145*	129*	127·2	+5·6	120·4*	113·1*	190·8	533	210		212	200	
1968													
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140*	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141*	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	145*	129*	128·4	+5·9	120·9*	113·3*	193·3	520	225		209	198	
1969													
January			129·1	+6·2	122·0*	113·5*	193·8	506	208		208*	205*	
February								487*	208*				

*Provisional. †Not seasonally adjusted.

Index of industrial production for December

THE PROVISIONAL index of production for December 1968, prepared by the Central Statistical Office, was 143 (seasonally adjusted). For manufacturing industry alone the figure was 145.

For the three months October to December 1968 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, July to September 1968; for manufacturing industries alone there was an increase of 1.4 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries	General chemicals	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968 (prov.)	139·4	82	141·6	126	120	136	182		186	140	158	71	131	121
Unadjusted:														
1967 3rd quarter	124	75	125	124	117	136	163	132	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	139	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	187	141	159	72	131	125
2nd quarter	139	85	143	127	119	141	184	162	187	141	156	72	136	123
3rd quarter	131	73	134	124	118	134	178	160	181	130	148	71	119	110
4th quarter (prov.)	146	87	148	132	126	144	187		190	148	168	70	138	125
1968 October (prov.)	145	84	150	135	129	145	189	162	193	145	163	70	141	124
November (prov.)	149	87	153	136	129	149	190	168	194	152	172	69	142	132
December (prov.)	143	89	142	125	119	137	181		183	147	170	69	132	120
Seasonally adjusted														
1967 3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	120	136	185	167	188	141	158	72	134	122
4th quarter (prov.)	142	81	145	129	122	141	188		191	144	161	69	140	124
1968 July	140	80	142	124	118	134	184	166	187	139	158	72	128	123
August	141	83	144	128	122	138	189	173	191	142	160	72	134	126
September	140	79	142	126	121	136	183	161	187	142	158	72	140	116
October (prov.)	141	80	144	129	122	141	187	163	190	142	160	70	137	117
November (prov.)	142	81	145	128	121	141	188	166	191	146	163	69	141	125
December (prov.)	143	84	145	129	123	140	189		192	144	160	68	141	130
July-Sept. (av.)	140	81	143	126	120	136	185	169*	188	141	158	72	134	122
Oct.-Dec. (av.) (prov.)	142	81	145	129	122	141	188	163*	191	144	161	69	140	124

	Manufacturing industries (continued): Metal manufactures: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968 (prov.)	125	124	130	126	129	94	125	164	172	150	133	152			164
Unadjusted:															
1967 3rd quarter	106	105	111	109	104	81	121	152	164	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	96	131	161	171	146	131	157	168	143	199
2nd quarter	128	127	131	124	129	94	119	166	177	149	130	157	170	150	146
3rd quarter	117	116	122	120	121	86	123	157	168	141	132	140	162	150	128
4th quarter (prov.)	130	128	136	133	139	100	127	169	173	162	138	156			131
1968 October (prov.)	133	133	136	139	142	101	139	176	180	170	146	166			153
November (prov.)	136	133	144	141	147	104	136	174	178	170	131	161			188
December (prov.)	121	119	129	119	129	94	105	156	163	147	137	140			202
Seasonally adjusted:															
1967 3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	121	120	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	125	124	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	128	126	134	127	131	94	126	162	171	147	131	153	170	151	163
4th quarter (prov.)	129	128	133	129	133	97	126	167	175	156	134	152			163
1968 July	127	125	134	126	128	96	127	163	173	148	129	153	171		165
August	131	131	131	129	131	96	129	163	172	150	141	139	173		164
September	126	123	136	127	132	91	121	158	169	143	124	147	167		159
October (prov.)	128	126	133	127	130	96	124	168	174	159	135	155			158
November (prov.)	129	127	139	132	134	98	132	167	173	157	121	151			164
December (prov.)	130	130	129	129	135	96	123	168	177	153	145	150			168
July-Sept. (av.)	128	126	134	127	131	94	126	162	171	147	131	153			163
Oct.-Dec. (av.)(prov.)	129	128	133	129	133	97	126	167	175	156	134	152			163

*Latest available 3 months (September-November) and previous 3 months (June-August).

Orders, deliveries, production and exports in the engineering industries in December

THE MINISTRY of Technology reports that first estimates for December taken with the revised figure for November confirm the slight rise in production in the latest few months in the mechanical and electrical engineering industries (order VI of the standard Industrial classification covered by Table 1, column 1). Provisional figures for the fourth quarter are 2 per cent above those for the third quarter and the gradual rise during the year has brought the figure for 1968 3 per cent above that of 1967. The annual average rise in output over the period 1958-1968 has been 4½ per cent.

In the wider group of the engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) a similar pattern has been maintained; total deliveries increased by 1 per cent in the fourth quarter from

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100			December 1958 (unadjusted) = 100		
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	158*	..	..	148*	136*	185*	126*
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	161*	..	..	148*	136*	185*	127*
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	160*	..	..	142*	131*	178*	
November	163*	..	..	144*	134*	180*	
December	160*	..	..	148*	136*	185*	
Average:							
Latest 3 months shown	161	151	172				
Previous 3 months shown	158	150	171				
Percentage change (5)	+2	+1	+1	+5	+5	+5	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

the level of the third quarter but the average for the whole year rose 4 per cent above the level of 1967 almost equalling the annual average rise of 4½ per cent since 1958. Home deliveries have continued fairly flat since the second quarter of the year bringing the 1968 level 2 per cent higher than in 1967. Export deliveries were well up in December making an increase of 1 per cent in the fourth quarter over the third. The 1968 level is 9 per cent above that of 1967 but this figure should be treated with some caution as deflation of export deliveries is particularly hazardous for 1968.

Net new export orders are still fluctuating madly but have risen 1 per cent in the fourth quarter compared with the third. The level for the year was 13 per cent higher than in 1967 but the same deflation problems apply here as with deliveries. Although export deliveries have increased they have not kept pace with the new orders consequently orders outstanding have increased by 5 per cent since the end of September and 12 per cent since the end of 1967. Although the problems of deflation make interpretation difficult, the 1968 export figures do present an encouraging picture.

In the home market net new orders have risen sharply the last three months making the fourth quarter 18 per cent higher than the third. As the first half of the year was so low the increase over the year as a whole has levelled out at 9 per cent bringing the level slightly above the previous highest figure in 1964. Orders, which have been lower than deliveries for the past three years, exceeded them in the fourth quarter causing orders on hand to rise by 5 per cent from the low level at the end of September. They are, however, still 2 per cent lower than at the end of 1967.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries

(*Continued on next page*)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	141	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1968*	143	159	157	131	154	156	181	174	163
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
4th quarter*	143	178	167	131	173	164	181	193	175
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October*	140	170	159	129	167	159	176	179	158
November*	141	176	168	129	173	166	178	185	174
December*	143	188	174	131	178	168	181	215	191

* Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for differences in the length of calender months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES IN DECEMBER, *continued*

defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against November are the averages of the seasonally adjusted figures for October, November and December.

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	120	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1968*	145	159	157	133	154	156	181	174	163
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter*	145	179	160	133	176	158	181	185	166
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	161	164	127	154	158	173	181	181
October*	140	167	155	128	164	156	174	176	155
November*	141	179	162	130	176	160	176	185	166
December*	145	..	163	133	..	158	181	..	177
Average:									
Latest 3 months	145	179	160	133	176	158	181	185	166
Previous 3 months	138	158	159	127	149	157	173	183	165
Percentage change (4)	+5	+13	+1	+5	+18	+1	+5	+1	+1

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

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EFTA ROUNDUP

AUSTRIA

Cosmetics and Toiletries. A small market, but expanding. British perfumery, cosmetics and toilet preparations enjoy a tariff advantage of 20-30% over non-EFTA products.

Clothing. Although Austrians are somewhat conservative in their taste, there's a recent trend towards more up-to-date fashion sense.

Haberdashery. Almost every kind of haberdashery is made locally in Austria, but British products are welcomed for their high quality. Tariff advantage: anything from 16-30% (with the exception of sewing needles).

Motor Vehicle Accessories. Since more than 1 in 9 Austrians are car owners, there is a growing, strongly competitive market for accessories—especially of the 'rally' type. Prompt delivery is a must.

Office Machinery. Austria has no significant office machinery industry and with full employment the Austrian businessman is becoming more conscious of the need for modern business efficiency methods. In 1967 we supplied only 7% of their imports in this field—but the demand is there.

Toys. The Austrian toy market is highly competitive, but there are good opportunities for high-quality products—especially jig-saw puzzles. The sale of war toys is actively discouraged.

PORTUGAL

Agricultural Tractors, Machinery and Equipment. Increasing mechanisation of agriculture provides sales openings for tractors and all types of agricultural equipment and machinery. Imports of U.K. tractors rose by 50% in 1968.

Capital Equipment for Industry. About 25% of the total expenditure under the Development Plan is for the modernisation and expansion of the mining and manufacturing industries. Best prospects for U.K. manufacturers are in the supply of equipment for the textile, iron and steel, chemical, oil refining, paper and pulp industries. Also in demand—refrigeration equipment for the food processing industry.

Transport Equipment. U.K. share of this market is already good—exports were £12.3 million in 1968, a rise of about 20% on the previous year. Extensive road/rail development plans will produce more opportunities.

Consumer goods. Best prospects are for textiles (men's and women's outer wear, good-quality wool fabrics and furnishings), household goods (especially kitchenware and domestic electric appliances), hand electric tools, confectionery and food specialities.

SWITZERLAND

Electronic Components and Instruments. Swiss industry has not so far taken full advantage of recent developments in electronics and is now trying to catch up.

The market for components (1967—£24 million) is expected to expand by about 15% annually. Demand is greatest for transformers and chokes, transistors, capacitors, diodes, relays and connectors, but the demand for integrated circuits is growing rapidly.

Market for electrical and electronic instruments is also expanding rapidly. Imports 1964-67 rose by over 70% and expected to continue to rise by 10% annually. Imports in 1967 of electrical instruments for checking, measuring, analysing and automatic control were worth £12 million. Oscilloscopes were the most important single item. Good opportunities for British suppliers in medium price range.

Industrial Control Equipment. Market about £8 million in 1967, expected to grow by 10% annually. Printing, paper converting, cement and watch industries already use much electronic control equipment. Beverage and food processing industries favour hydraulic or pneumatic systems. Opportunities for British suppliers of partial or complete systems.

Telecommunications. Imports in 1967—£26 million. Domestic radio and TV receivers make up half the total and offer best prospects. Estimated sales over next 5-6 years over 1 million, of which a good number will be colour sets. In order to compete it is necessary to set up a servicing network.

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Record year for machine tools

Highest ever quarter for home orders

BRITAIN'S MACHINE TOOL manufacturers won their highest-ever value of orders in 1968. Export orders reached a record of over £60 million and home orders rose to about £108 million, their highest since 1965 and nearly 25 per cent up on 1967.

These provisional* figures, published today by the Ministry of Technology, make the total new orders in 1968 worth just under £170 million.

The higher home order figures resulted mainly from a marked increase at the end of the year with the December figure of £9¼ million confirming the rising trend of October and November.

Delivery figures show that exports reached another record at £54 million – almost 20 per cent above 1967. Total deliveries were only slightly down on the previous year due to lower home deliveries. These were the results of 1967's low home orders.

End year rise in home deliveries

Export deliveries have been rising throughout 1968 but may now flatten off until the heavy volume of orders received in the second half of 1968 begin to work through into deliveries during the spring of 1969.

Home deliveries recovered sharply in the last quarter of the year following the increase in orders. With the 1968 orders well up on those for 1967, deliveries should remain at this higher level into 1969.

New orders trends remain encouraging

The trend in export orders shows an upward movement since last spring but with the final quarter only a little higher than the third quarter, this may be beginning to flatten off. Home orders have also shown an encouraging rise over most of last year, with the level in the last quarter of the year almost 15 per cent higher than the preceding period. The value of new home orders in the last quarter of the year was the highest ever, although in volume terms not yet back to the peak level in 1965.

In total, however, for home and export, new orders in the last quarter of 1968 at almost £50 million, were a record both in value and volume. Home order books have increased in value by 17 per cent over the year, and export order books by 15 per cent. In terms of the high end 1968 deliveries, the industry has over 10 months' export work on hand, but whilst home order books have recovered from the very low level of a year ago, they still represent only about six months' work.

* The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968*	153·5	54·1	99·4	106·6	45·7	57·9	168·4	60·7	107·7
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·3	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	86·8	44·2	52·6	37·6	13·0	24·6
3rd quarter	38·1	13·6	24·5	101·5	47·6	53·9	42·8	17·0	25·8
4th quarter*	42·1	14·6	27·5	106·6	48·7	57·9	47·1	15·6	31·5
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7·7	96·8	44·2	52·6	11·0	4·5	6·5
July	13·6	4·8	8·8	99·1	45·1	54·0	15·9	5·7	10·2
August	11·0	3·7	7·3	100·4	45·6	54·8	12·3	4·2	8·1
September	13·4	5·1	8·3	101·5	47·6	53·9	14·6	7·1	7·5
October*	12·6	4·8	7·8	107·5	49·7	57·8	18·6	6·9	11·7
November*	13·6	5·2	8·4	108·3	48·5	59·8	14·4	4·0	10·4
December*	15·9	4·6	11·3	106·6	48·7	57·9	14·1	4·7	9·4
January-December 1968*	153·5	54·1	99·4	106·6	48·7	57·9	168·4	60·7	107·7
January-December 1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
Percentage change	—1	+18	—10	+16	+15	+17	+16	+4	+23

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1968*	153·5	54·1	99·4	105·7	47·9	57·8	168·4	60·7	107·7
1967 1st quarter	38·4	11·4	27·0	92·7	29·2	63·5	30·5	11·5	19·0
2nd quarter	38·7	11·7	27·0	93·9	32·7	61·2	40·0	15·3	24·7
3rd quarter	39·4	11·2	28·2	93·3	39·4	53·9	38·9	17·9	21·0
4th quarter	39·0	11·4	27·6	90·7	41·4	49·3	36·4	13·3	23·1
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter	39·7	13·9	25·8	98·8	44·5	54·3	43·7	16·5	27·2
4th quarter*	41·3	14·0	27·3	105·7	47·9	57·8	48·2	17·4	30·8
1967 January	13·1	3·5	9·6	96·8	29·2	65·6	9·4	3·7	5·7
February	12·3	3·9	8·4	95·1	29·0	66·1	10·6	3·7	6·9
March	13·0	4·0	9·0	92·7	29·2	63·5	10·5	4·1	6·4
April	12·1	4·0	8·1	90·8	27·8	63·0	10·3	2·6	7·7
May	13·8	4·2	9·6	92·5	29·2	63·3	15·5	5·7	9·8
June	12·8	3·5	9·3	93·9	32·7	61·2	14·2	7·0	7·2
July	13·0	3·6	9·4	90·3	32·3	58·0	9·4	3·2	6·2
August	13·7	4·2	9·5	88·1	31·7	56·4	11·6	3·6	8·0
September	12·7	3·4	9·3	93·3	39·4	53·9	17·9	11·1	6·8
October	13·1	3·4	9·7	92·0	39·8	52·2	11·7	3·8	7·9
November	13·0	4·0	9·0	91·8	40·6	51·2	12·9	4·8	8·1
December	12·9	4·0	8·9	90·7	41·4	49·3	11·8	4·7	7·1
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	7·7	94·8	42·0	52·8	10·9	4·3	6·6
July	14·9	5·3	9·6	94·3	41·9	52·4	14·5	5·3	9·3
August	12·5	3·9	8·6	96·7	43·4	53·3	14·9	5·4	9·5
September	12·3	4·7	7·6	98·8	44·5	54·3	14·3	5·8	8·5
October*	13·1	4·8	8·3	104·7	46·2	58·5	19·0	6·5	12·5
November*	13·3	4·9	8·4	105·0	46·0	59·0	13·6	4·7	8·9
December*	14·9	4·3	10·6	105·7	47·9	57·8	15·6	6·2	9·4
Average of the latest 3 months*	13·8	4·7	9·1	105·7	47·9	57·8	16·1	5·8	10·3
Average of the previous 3 months	13·2	4·6	8·6	98·8	44·5	54·3	14·6	5·5	9·1
Percentage change	+5	+2	+6	+7	+8	+6	+10	+3	+13

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export beliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Statistics and the hosiery and knitting industry

THE HOSIERY and Knitwear EDC convened a meeting on Friday, February 21, to discuss the statistics available to the industry. It was attended by representatives of the main users and suppliers of statistics relating to the hosiery and knitting industry.

Its main purpose was to introduce the plans of the government statistical service for a reorganized system of industrial statistics and to obtain the views and comments of those present.

A talk on the 'Importance of Statistics to an Industry' by Mr. Ronald Brech opened the meeting. He was followed by a paper by the Board of Trade on the 'Reorganization of Industrial Statistics and the Hosiery and Knitting Industry". The Department of Employment and Productivity also outlined their future plans for collecting statistics on employment, and the Knitting, Lace and Net Industry Training Board presented a paper on their need for statistics and described the surveys at present being carried out. Much of the discussion centred round the importance of avoiding duplication in inquiries, of improving coverage and of ensuring that the statistics were relevant and useful to all concerned.

The development of a common register as a key factor in the development of the new system was stressed by the Board of Trade. Representatives of the industry referred to the burden which the collection of statistics placed on small firms who themselves often made little use of the statistics. They also raised a number of points of detail which the Board of Trade and the Department of Employment and Productivity would examine further.

It was accepted by all sides that close consultation between government departments and industry was essential for the proper development of the new inquiries. A report on the meeting would be submitted to the Hosiery and Knitwear EDC for its consideration.

Trends in company finance

DURING THE THREE MONTHS ending on December 31, 1968 the accounts of 257 quoted companies with accounting years ending between April 6, 1968 and April 5, 1969 were received and analysed by the Statistics Division of the Board of Trade. As in previous years, almost two-fifths of the companies (97) had accounting years ending in June. April and July together accounted for a like proportion and the balance was spread over the remaining months between April and October 1968.

These companies comprise under one seventh of the companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are included in the Board of Trade analysis of the accounts of public quoted companies. They account for under one-tenth of the profits and for a still smaller proportion of the total assets of those companies.

Table A compares the industrial distribution of the assets of the 257 public quoted companies analysed during the fourth quarter of 1968 with the industrial pattern of all quoted companies in the Board of Trade analysis. The table reveals that in the present analysis the electrical engineering industry, wholesale distribution and miscellaneous service trades are heavily over-represented compared with the weight they would carry in an annual analysis. However, the chemical industry is very much under-represented.

Table A. Industrial distribution of company assets, 1967

£ million
(percentage of total in brackets)

Industry	Net assets in 1967 of companies included in present analysis (257 companies)	Percentage of total assets of population by industry	Net assets in 1967 of all companies included in annual analysis (1,692 companies)
Electrical engineering	329 (18)	21	1,555 (8)
Miscellaneous services	207 (11)	29	709 (4)
Drink	202 (11)	11	1,797 (9)
Wholesale distribution	172 (10)	26	661 (3)
Chemical and allied	137 (8)	5	2,914 (15)
Non-electrical engineering	115 (6)	9	1,310 (7)
Vehicles	109 (6)	11	1,037 (5)
Retail distribution	93 (5)	7	1,287 (7)
Metal manufacturing	78 (4)	11	689 (4)
Food	66 (4)	7	903 (5)
Other industries	297 (16)	5	6,162 (32)
Total	1,806 (100)	9	19,023 (100)

Investment grants

Some 60 per cent of the companies included in the present analysis explicity incorporated investment grants in their accounts. Those companies deducting the value of investment grants for expenditure on their purchases of new assets were in the majority and accounted for some 60 per cent of the companies concerned (93 out of, the total number of 154). The value of tangible fixed assets, net, as stated in Table 1 accompanying this article would have been almost £8 million higher if the value of such grants had not been deducted. In Tables 2 and 3 which comprise the Sources and Uses of Funds summary, however, the value of such grants have been added back and the £8 million is included respectively under 'Other capital receipts' and 'Expenditure on tangible fixed assets.'

The remaining 61 companies included investment grants with their reserves, with some transfers to the profit and loss accounts treated either as other income or as an offset to depreciation or the tax charge, companies so treating their investment grants included their tangible fixed assets at cost in their accounts. Additions to reserves on account of investment grants amounted to £5 million with transfers to the profit and loss account totalling something over £2 million.

Profits and turnover

Of the 257 companies reporting between October 1 and December 31, 1968 the number providing turnover figures for 1968 together with comparable figures for the previous year amounted to 177. The turnover of these companies rose by 12.4 per cent between 1967 and 1968 (from £2,743 million to £3,083 million). Over the same period trading profits of the same group of companies rose by almost twice as much, so that there was a significant rise in the ratio of profits to turnover from 9.0 per cent in 1967 to 10.1 per cent in 1968.

Of the above total of 177 companies, 137 were in manufacturing industry and in this sector there was a similar rise in turnover of 11.8 per cent between 1967 and 1968 (from £1,761 million to £1,970 million while at the same time trading profits of the same companies increased by nearly 27 per cent. As a result, the margin of profit for manufacturing industry was some 10.7 per cent compared with only 9.5 per cent in 1967. Only two of the 17 broad industry groups in manufacturing industry for which separate figures are calculated did not have profit margins above that of the previous year; in metal manufacture, the margin dropped from 13.1 per cent to 11.9 per cent between 1967 and 1968 and for the clothing and footwear industries, whose figures are aggregated in our analysis, the profit/turnover ratio at 6.1 per cent was well below the 7.5 per cent recorded in 1967.

In the distributive and service trades, made up of wholesale and retail distribution, construction, transport and communications (excluding shipping) and miscellaneous services, 40 of the 59 companies reporting gave turnover figures for both the current and previous years. The turnover of these companies amounted to £1,113 million an increase over the 1967 figure of £982 million of 13.3 per cent. The trading profits of these companies also increased by 13.0 per cent. Profit margins followed the generally prevailing pattern and rose from 8.2 per cent to 9.1 per cent, an increase only slightly less marked than that recorded for manufacturing industry.

Company income

Gross trading profits of the 257 companies analysed in the quarter ended December 31, 1968 amounted to £369 million, an increase over the previous years total (£296 million) of almost 25 per cent. This represents the most rapid growth of profits compared with a year earlier since the Board of Trade initiated the quarterly analysis of quoted company accounts at the beginning of 1963. Of the 22 broad industry groups included in the analysis only that covering the clothing and footwear industries had trading profits below that of the preceeding year.

Between 1967 and 1968 profits rose more sharply in manufacturing industry from £198 million to £248 million – an increase of 25.3 per cent) than in the distributive and service trades where the increase was 23.5 per cent (£121 million in 1968 compared with £98 million in 1967).

Gross trading profits for all companies (as estimated on a quarterly basis by the Central Statistical Office) for the 12 months ending in June 1968 were almost 12 per cent higher than in the previously corresponding period. Later figures in this series show an even greater improvement over a year earlier with the profits of all companies in the third quarter of 1968 more than 13 per cent above the figure for the same quarter of 1967.

Gross income (made up of trading profits together with income from investments and other income) of the companies covered by this article increased by 25.3 per cent from £308 million in 1967 to £386 million in 1968. This advance was reflected in marked increases over the previous years figures in each of the main fields of income appropriation other than interest on long-term loans where there was little change between 1967 and 1968. Tax appropriations were a third higher than a year earlier (£120 million as against £90 million) and gross dividend distributions were up by £10 million to £93 million in 1968, an increase of 12.0 per cent. Internally generated funds, made up of depreciation provisions together with the amount retained in reserves totalled £155 million, an increase of £37 million (31.4 per cent). This improvement in the level of internal financing was due in the main, to the £26 million increase in retained profits over the year before.

Of the five main categories of income appropriation only tax appropriations and the amount retained in reserves represented a higher proportion of the total income than in 1967, the former contributing 31.1 per cent (29.2 per cent in 1967) an the latter 15.0 per cent (10.4 per cent in 1967). Although taken on their own depreciation provisions represented only 25.1 per cent of gross income in 1968 compared with 27.9 per cent in 1967 (despite the increase in real terms from £86 million to £97 million) when aggregated with retentions the resulting £155 million accounted for 40.2 per cent of all income compared with 38.3 per cent the previous year, when the combined figure was £118 million.

Company expenditure

These companies reporting between October 1 and December 31, 1968 and whose results for the year commencing on or after April 6, 1968 are dealt with in this article recorded expenditure of £375 million in 1968 over 54 per cent above the level of the previous 12 months when the figure was only £244 million. Thus, the trend that had been a feature of each quarter of 1968 was not only continued but accentuated.

Acquisition expenditure by the 257 companies now dealt with reached a very high level in 1968, the overall cost of purchasing

The COI's services for exporters

MOST BUSINESSMEN know of the publicity facilities provided by the Government for exporters through the Central Office of Information, but the Department would welcome still more firms willing to participate in its world-wide services. The COI works in close co-operation with the Board of Trade, the BNEC, chambers of commerce and trade associations in carrying out its remit to give maximum help to British manufacturers and industrialists in overseas markets.

Now nearly 23 years old the COI is often described as the workshop of the Government's information services. It has nine production divisions, each specializing in its own medium and staffed by experts. It has nine regional offices in England and agency arrangements with the information divisions of the Scottish and Welsh Offices and the Government of Northern Ireland.

Of the nine production divisions the five most important from the exporters' viewpoint are the Overseas Press Services, Photographs, Films and Television, Exhibitions and Radio.

Over the whole field of its activities the COI sends at least 1,600 stories each month about British trade and industry for use by the information officers at British Embassies and High Commissions in more than 100 countries. The stories are seen by Government Ministers and officers, industrialists, scientists, engineers, businessmen and other buyers, as well as by members of the general public, in their newspapers, technical journals and general magazines, on their TV screens or local radio, in cinemas or at trade fairs and exhibitions.

Every year well over six million words of export promotional news and feature articles are issued in various languages in more than 100 countries, with placing amounting to hundreds of thousands annually.

A special Industrial Section of Overseas Press Services Division produces most of the written material in support of exports. It provides information about British trade and industry and is concerned with both prestige publicity and export possibilities.

The section has two main parts – the industrial news and bulletins unit and the industrial features unit. The former gathers stories from many sources – personal contacts, press releases, press conferences, daily and trade papers, COI regional offices and news agency tapes. It produces a daily airmail programme, 'British Industrial and Trade News', which goes in various languages to more than 100 posts, Embassies and High Commissions. It covers new products, services and techniques available for overseas customers. Two weekly programmes are also produced – the 'Weekly Shipping News', which covers shipbuilding and marine technology, and one dealing with road and transport developments.

An average of four issues a week of 'Exhibition News' contains items chiefly about British participation in overseas trade events. This programme is supported by a weekly 'Exhibition Notebook' giving brief news stories about British organized or supported home and overseas trade fairs, congresses and other specialized gatherings. The unit also provides three bulletin services in several editions – Industrial Bulletins, Trade Fair Bulletins and 'British Techniques'.

Industrial Bulletins, produced in 12 editions and seven languages, are single-sheet descriptive leaflets dealing in a technical way with new or recently introduced British products available for export and of special interest to the areas to which the bulletins are being sent. Over 60 of the Bulletins are sent overseas each month. Apart from their value to the staff of the Embassies and High Commissions, they are intended for issue to the trade and technical press, buying agencies, chambers of commerce and individual buyers.

Trade Fair Bulletins are also single-sheet productions of a technical nature. They illustrate and describe British products on show at selected overseas fairs, and are issued two months in advance of the event, translated into the local languages when possible. At present five Bulletins, each describing up to four products, are issued in connection with 50 fairs a year in 26 countries, involving a circulation in excess of 150,000 copies.

The main activity is the production of the day-to-day industrial programmes. These involve about 2,500 items per year. In addition some 600 prestige industrial stories are supplied to the general news room for inclusion in regional programmes.

The other service provided by the industrial staff, 'British Techniques', consists of technical reports in English and Spanish of British developments for distribution in countries with little or no technical press.

Some 800 illustrated articles a year are commissioned from

(*Continued on page iv*)

A MESSAGE FROM SIR FIFE CLARK, CBE, DIRECTOR-GENERAL, CENTRAL OFFICE OF INFORMATION

The success of the world-wide publicity service which the Central Office of Information provides in support of export promotion depends on the co-operation of Britain's industrialists and businessmen. Only they can provide the raw material which the Department must have to do its job effectively.

The COI is already in touch through its headquarters and regional organization with several thousand firms. It ought to be in contact with many other companies which are contributing to Britain's industrial technological and scientific prestige and its export drive. The COI would welcome many more news items – in words, pictures and films.

Overseas Press Service Division is responsible for supplying Information Officers overseas with all material necessary to satisfy local press requirements at all levels, and to enable posts to brief editors, commentators and influential individuals. A complex of fast services by radio teleprinter, telex and cable conveys background, informed comment, and textual extracts of major speeches and statements of policy to a wide range of posts. This picture shows operators in the telex room, which is manned 24 hours a day.

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1. Distribution and Shipping Section at Hammersmith is the central point for receiving and dispatching to posts the material produced and procured by the COI. Some 350 posts throughout the world are regularly serviced by air, land and sea routes. Material handled, now totalling some $26\frac{1}{2}$ million items a year, includes television and documentary films, official newsreels, radio tapes, film strips, photographic display material, books, pamphlets, exhibition display material and exhibits, etc.

2. Senhor Franciso Crestana, editor of a Brazilian industrial magazine, 'O Dirigente Industrial', discusses a layout with Miss Brenda Kirby, editor of COI's Good Business publications. COI's Publication Division prepared a supplement to 'O Dirigente Industrial' to support the British Industrial Exhibition in Sao Paulo from March 5 to 16.

3. Photographs Division operates Press Picture Services for information posts overseas; produces various forms of display material for Overseas Departments; supplies photographs for other COI Divisions; maintains an extensive photographic library; supplies libraries overseas; employs staff and freelance photographers and is equipped with processing and printing facilities. Picture shows a section of the print glazing room which handles between 45,000 and 55,000 photographs a month.

4. A pre-recording discussion in one of the studios attached to the Radio Division.

5. News Room of the Overseas Press Services Division. Manned round-the-clock, it issues thousands of words a day—the work of specialist correspondents and general reporters—to tell the story of Britain.

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6. Films and Television Division operators at work in the Telecine room which transmits television programmes through a closed circuit.

7. Representatives of Advertising Division and the appointed advertising agency consider creative proposals for the next Export Intelligence campaign.

8. Some of the staff of designers in Graphics Unit of Exhibitions Division. Responsible for the typography and graphic treatment on all the exhibition stands produced by the Division, they also design portable displays, window displays and material for British Weeks and Store Promotions.

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9. The Tours and Facilities Section of Tours and Production Services Division organises and arranges tours in Britain for over 2,000 officially sponsored visitors from overseas each year. Senor Rafael Herrera, an editor from the Dominican Republic, is seen here after inspecting a BAC 1-11.

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10. The COI is a member of the Export by Film Group which co-ordinated the production of 'Reaching Overseas Audiences' to show British industry how film can be used as an export selling aid. The film features Sir Peter Runge (centre), Chairman of BNEC and President of the British Industrial and Scientific Film Association.

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THE COI's SERVICES FOR EXPORTERS, *continued*

specialist writers by the Industrial Features Unit. They deal mainly with British industrial hardware readily available for export. An important part of the Unit's function is to provide articles – numbering about half of its total output – in support of British participation in overseas trade fairs, British Weeks and trade missions. Articles are also issued each month on British developments in motoring, aviation and plastics, while prestige articles are commissioned from prominent authors on subjects which show British applied technology to advantage.

To support the written word Photographs Division sends overseas about 500,000 press prints and 120,000 printing blocks each year. Nearly three-quarters of the total are concerned with projecting Britain's industrial and technological skill and scientific achievement.

More than 1,000 industrial stories are filmed each year for use in regular TV and newsreel services, and they are used by some 500 stations throughout the world. In addition, about 150 films produced by British firms and trade associations are distributed overseas after editing and dubbing.

The industrial content of Radio Division's output of about 4,000 programmes per year, on tape, for use by local stations, is around 75 per cent.

Last year more than 160 British participations in trade fairs and specialized exhibitions overseas were designed, produced, installed and managed by Exhibitions Division. The programme for the current year is likely to be on the same scale. It includes two major British Weeks – Tokyo (September 26 to October 5) and Vienna (October 10 to 18).

The Division is also engaged on the big task of organizing the British Pavilion at the World Exhibition at Osaka, Japan-Expo '70.

Another COI activity is to provide a publicity service in support of 100 outward trade missions per year. Members of these missions have expressed their appreciation of the help they have received from newspapers, radio, television and photographic coverage.

Although the Department's services to exporters are already used regularly and extensively, many more firms – particularly the medium and small ones with limited or no publicity organizations – could take advantage of the free services the Government offers. There is, however, one stipulation – the COI can only use stories which will interest overseas editors or TV and radio stations. Stories and pictures come from outstanding products, new processes or materials, and many other things which illustrate the inventiveness, ingenuity and enterprise of British industry. The COI staff both at the London headquarters and in the regional offices are always ready to help firms in developing a feature which could be used in any of the overseas services.

A COI Regional Officer recording an interview with the export sales director at Byford and Co. Ltd.'s Leicester hosiery and knitwear plant.

REGIONAL ORGANIZATION OF THE CENTRAL OFFICE OF INFORMATION

Headquarters: Hercules Road, Westminster Bridge Road, London, S.E.1. Phone 01-928 2345. Telex 915444.

Northern
Central Office of Information, Wellbar House, Gallowgate, Newcastle-upon-Tyne NE1 4TB. Tel. Code: 0632 27575. Telex 53277.

East and West Ridings
Central Office of Information, City House, Leeds 1. Tel. Code: 0532 38232. Telex 55472 Econplan Prefix message 'For COI'.

North Midland
Central Office of Information, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW. Tel. Code: 0602 46121. Telex 37572.

Eastern
Central Office of Information, Block A, Government Buildings, Brooklands Avenue, Cambridge. Tel. Code. 0223 58911. Telex 81187.

London and South Eastern
Central Office of Information, St. Christopher House Annexe, Sumner Street, London, S.E.1. Tel. Code: 01-928 2371. Telex 915444.

Southern
Central Office of Information, Market Place House, Reading RG1 2EH. Tel. Code: 0734 581261. Telex 84216.

South Western
Central Office of Information, The Pithay, Bristol BS1 2NQ. Tel. Code: 0272 21071. Telex 44203.

Midland
Central Office of Information, Five Ways House, Islington Row, Birmingham 15. Tel. Code: 021-643 8191. Telex 33376.

North Western
Central Office of Information, Sunley Building, Piccadilly Plaza, Manchester M1 4BD. Tel. Code: 061-832 9111. Telex 66199.

Welsh Information Division
42 Park Place, Cardiff CF1 3PY. Tel. Code: 0222 28066. Telex 49327.

Scottish Information Office
St. Andrew's House, Edinburgh 1. Tel. Code: 031-556 8501. Telex 72202.

Northern Ireland Information Office
Stormont Castle, Belfast BT4 3ST. Tel. Code: 023-63011. Telex 74578.
11 Berkeley Square, London, W.1. Tel. Code: 01-493 0601. Telex 21839.

new subsidiaries amounting to £113 million, almost three times the figure for 1967. Of the above total more than £86 million (76.7 per cent) was covered by the issue of shares and loans while the balance of a little over £26 million (26.3 per cent) represented cash payments. This was rather a different pattern than that of the previous year when the whole of the cost of acquiring subsidiaries was met by the issue of shares and loans (£40 million).

Of the £113 million spent on subsidiaries, over 81 per cent was accounted for by five major acquisitions – of Liebig's Extract of Meat Co. by Brooke Bond (for £36 million), of BDH Group by Glaxo Group (for £23 million) of Simms Motors and Electronics Corporation by Joseph Lucas Industries (for £12 million), of Audio Devices Inc. (a United States company) by EMI (for £11 million) and of Brown & Pank by International Distillers & Vintners (for £10 million).

For the third quarter in succession, expenditure on stockbuilding was well above that of a year earlier and at £42 million was more than double that reached in 1967 when the figure was only £19 million. However not all industrial groups shared in this increase, and of the 22 broad industry groups for which separate figures are extracted eight showed decreases compared with the previous 12 months. Of these industries recording increased expenditure on stockbuilding perhaps the most significant changes occurred in the electrical engineering industry (up from £7 million to £14 million) and wholesale distribution (up from under £1 million to £9 million).

Although expenditure on tangible fixed assets was appreciable and in fact represented slightly more than one third of total company expenditure, the figure of £131 million recorded was 13.2 per cent lower than the 1967 figure of £151 million.

Net trade and other credit granted by those companies included in the present analysisi amounted to £56 million in 1968 and was some four and a half times the net figure for 1967.

In the Uses of Funds summary at Table 3 the increase in liquid resources and investments is shown as £97 million for 1968 compared with a mere £4 million in the preceding year. This large increase between 1967 and 1968 arises for the most part out of the change in the method of showing trade investments in company accounts as provided for, inter alia, by the Companies Act, 1967. Under that Act, companies are no longer required to show trade investments separately in their accounts and in a significant proportion of the accounts analysed by the Board of Trade the extent of such investments cannot be ascertained since the amount is included, as appropriate either under quoted or non-quoted investments. In these circumstances, all trade investments are now included in the figures for 'other investments' in the Board of Trade analysis whether or not they are separately identifiable in the accounts and in consequence the level of liquid resources and investments is inflated to a considerable but nevertheless unknown extent, the order of magnitude of which is however indicated by the separate 1967 figure of £70 million for trade investments.

Financing of expenditure

Bank overdrafts and loans of all the companies covered by this analysis rose by £11 million in 1968 as against a run-down of £12 million in the amount owing in 1967; but, this increase together with a rise of £37 million to £155 million in internally generated funds (by way of retained profits and depreciation provisions) was inadequate to finance the high rate of expenditure which at £375 million was more than 54 per cent more than the year before. As a result, companies had again to look to outside sources for the additional cash required. Over and above the shares and long-term loans issued as consideration for the acquisition of subsidiaries, the 257 companies included in this quarterly analysis raised a further £41 million from the issue of ordinary shares. This was almost four times the amount raised by the same companies from the issue of ordinary shares in 1967 and was mainly accounted for by issues in the electrical engineering industry, retail distribution and miscellaneous service trades which together totalled over £37 million. The continuing practic of converting preference shares into long-term loans resulted in a run-down of £5 million in this class of share, a reversal of the situation in the previous year when companies received almost £6 million from issues of preference shares.

Proceeds from the issue of long-term loans by manufacturing industry and the distributive and service trades as a whole brought in only a little over £1 million whereas in 1967 the same companies derived £39 million from this source. The extent of this overall downturn was however exaggerated by a run-down of over £17 million in long-term loans by one of the larger companies in the miscellaneous services sector.

Contracts for capital expenditure not provided for in the accounts showed an increase over the previous 12 months for the second successive quarter and at £63 million were £15 million in excess of the 1967 figure. Of the 22 broad industry groups for which separate figures are calculated, 13 showed increases ranging from £0.1 million to £11.0 million, the latter being recorded by the vehicle industry. The remainder, with the exception of two industries which showed no change between 1967 and 1968 had falls compared with the preceding year of at most £0.2 million.

Notes:

Tables 1-3 present an analysis of accounts for the year 1968 (with comparable figures for 1967) based on accounts received by the Board of Trade up to the end of December, 1968.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures publised in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies, and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not, therefore, confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of *Statistics on Incomes, Prices, Employment and Production*, published by the Department of Employment and Productivity.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

(*Tables on next page*)

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free:
Gramophone Records for November 1968
Salt for December 1968
Cars and Commercial Vehicles for December 1968
Pottery and Electrical Ware for December 1968
Paper and Film Bags for December 1968

Quarterly at 7s. 6d. a year, post free:
Office Machinery for July-September 1968
Industrial Trucks and Tractors for October-December 1968
Photographic Equipment for July-September 1968
Safety-Razor Sets and Blades for October-December 1968

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on February 14, page 433.

TRENDS IN COMPANY FINANCE, *continued*

Table 1. Quoted companies – balance sheet summary

Accounts received up to December 31, 1968 — £ thousand

Balance sheet at end of year	Manufacturing industries 1967	Manufacturing industries 1968	Manufacturing distribution, etc. 1967	Manufacturing distribution, etc. 1968
Number of companies (a)	204	198	265	257
Fixed assets:				
Tangible fixed assets, net	687,111	710,490	1,012,968	1,072,875
Goodwill	46,152	41,625	81,723	93,966
Trade investments	57,274	—	69,935	—
Investment in unconsolidated subsidiaries	2,346	2,093	2,915	3,404
Total fixed assets, net	792,883	754,208	1,167,541	1,170,245
Current assets:				
Stocks and work in progress	474,105	503,256	646,849	699,299
Trade and other debtors, etc.	419,744	495,647	556,765	671,912
Investments (b)	19,107(1)	93,128(2)	23,935(1)	112,482(2)
of which:				
British government securities	2,788	3,357	3,022	3,467
Loans to local authorities	2,062	2,829	2,812	4,329
Other and unclassified quoted securities	5,538	27,066	8,838	33,365
Unquoted	8,719	59,876	9,263	71,321
Tax reserve certificates	6,696	2,199	9,327	3,076
Treasury bills	—	—	247	—
Cash	54,525	70,940	89,415	106,992
Total current assets	974,177	1,165,170	1,326,538	1,593,761
Less Current liabilities:				
Bank overdrafts and loans	101,213	103,160	163,522	174,125
Trade and other creditors, etc.	296,162	334,518	465,805	533,921
Dividends and interest due – gross	36,824	37,894	50,971	55,092
Current taxation	65,206	141,060	90,723	194,527
Total current liabilities	499,405	616,632	771,021	957,665
Net current assets	474,772	548,538	555,517	636,096
Total net assets	1,267,655	1,302,746	1,723,058	1,806,341
Represented by:				
Future tax reserves	52,067	706	62,776	—6,029
Long-term loans	200,737	231,833	278,455	312,852
Minority interests in subsidiaries	18,055	24,722	52,394	67,578
Shareholders' interest	996,796	1,045,485	1,329,433	1,432,010
of which:				
Ordinary shares	426,882	461,541	552,974	597,795
Preference shares, etc.	67,309	62,574	105,435	98,139
Capital and revenue reserves	490,144	509,223	650,672	713,804
Tax equalization reserve	12,461	12,147	20,352	22,272
Accumulated depreciation on fixed assets	374,850	408,671	538,674	592,456
Contracts for capital expenditure not provided for	34,809	49,569	48,320	63,368

(a) The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.
(b) Inder the Companies Act, 1967, companies having a financial year ended on or after January 27, 1968, are no longer required to show separately their holdings of trade investments. To accommodate this change in accounting procedure, in this table:
(1) Excludes trades investments (see entry under 'Fixed assets').
(2) Includes (in either 'other and unclassified securities' or 'unquoted') trade investments.

Table 2. Quoted companies – sources of company funds

Accounts received up to December 31, 1968 — £ thousand

	Manufacturing industries 1967	Manufacturing industries 1968	Manufacturing distribution, etc. 1967	Manufacturing distribution, etc. 1968
Number of companies	204	198	265	257
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	49,447	30,312	56,641	36,406
of which:				
Ordinary shares	11,690	16,939	11,834	40,689
Preference, etc., shares	5,892	—3,329	5,890	—5,318
Long-term loans	31,865	16,702	38,917	1,035
In exchange for subsidiaries	38,792	36,201	39,766	86,464
of which:				
Ordinary shares	24,666	21,733	25,500	51,643
Preference, etc., shares	468	447	608	1,875
Long-term loans	13,658	14,021	13,658	32,946
Total receipts from issues	88,239	66,513	96,407	122,870
Increase in short-term credit:				
Increase in amount owing to banks	—14,581	2,310	—12,102	11,278
Increase in trade and other creditors, etc.	16,774	25,412	35,983	48,684
Total increase in short-term credit	2,193	27,722	23,881	59,962
Internal sources: income from trading and other activities:				
Gross trading profit	197,627	247,944	295,879	369,179
Income from trade investments	5,610	913	6,884	915
Income from other investments	3,165	10,262	4,782	14,682
Prior year adjustments other than tax	137	395	360	302
Other capital receipts	14,785	20,447	15,805	26,903
Other income	140	450	315	725
Total income from trading and other activities	221,484	280,411	324,025	412,706
Total sources of funds	311,916	374,646	444,313	595,538
Appropriation of trading and other income:				
Depreciation provisions	54,665	60,472	86,154	96,679
Amounts written off	55	191	324	359
Taxation	63,437	82,271	89,625	119,580
of which:				
Current UK taxation	48,294	117,716	67,753	156,475
Increase in future tax reserves	5,230	—51,097	4,937	—64,620
Overseas taxation	12,297	16,287	20,001	29,346
Less Prior year tax adjustments	2,384	635	3,066	1,621
Interest on long-term loans	10,450	13,948	17,557	18,461
Dividends – gross:				
Ordinary	57,475	63,169	77,274	86,992
Preference, etc.	3,325	3,414	5,460	5,814
Retained profits and other capital receipts	32,077	56,946	47,631	84,821
Total appropriations of trading and other income	221,484	280,411	324,025	412,706

Table 3. Quoted companies – uses of company funds

Accounts received up to December 31, 1968 — £ thousand

	Manufacturing industries 1967	Manufacturing industries 1968	Manufacturing and distribution, etc. 1967	Manufacturing and distribution, etc. 1968
Number of companies	204	198	265	257
Uses of funds:				
Payments out of income:				
Taxation payments	59,191	58,000	82,193	82,987
Dividend distribution – gross	54,227	65,614	73,290	88,905
Interest on long-term loans	10,069	13,913	17,150	18,470
Total payments out of income	123,487	137,527	172,633	190,362
Expenditure on fixed assets, etc.:				
Tangible fixed assets	91,790	68,390	150,871	130,633
Adjustments due to consolidation	—4,517	—16,124	—7,063	—19,253
Intangible assets	—1,855	1,616	—454	339
Trade investments	13,340	—56,152	13,528	—68,742
Acquisition of subsidiaries	36,323	36,079	39,954	112,723
of which:				
By issue of shares and loans	38,792	36,201	39,766	86,464
By cash	—2,469	19,878	188	26,259
Other expenditure on capital account	2,559	3,734	4,315	5,146
Total expenditure on fixed assets, etc.	137,640	57,543	201,151	160,846
Increase in current assets, etc.:				
Increase in stocks	10,799	24,679	18,886	42,476
Increase in trade and other debtors, etc.	40,387	70,850	48,006	104,611
Increase in liquid resources and investments	—397	84,047	3,637	97,243
of which:				
Tax reserve certificates	3,378	—4,572	5,020	—6,326
Other investments	280	73,295	1,451	87,801
Cash, etc.	—4,055	15,324	—2,834	15,768
Total increase in current assets	50,789	179,576	70,529	244,330
Total uses of funds	311,916	374,646	444,313	595,538

Correction United Kingdom trade in 1968

A FIGURE in the third line of the right hand column of page 525 of last week's *Journal*, needs correction. The sentence in question should read:

This tentative conclusion needs to be seen in the context of our past performance: for example while the value of world trade in manufactures increased by about 9½ per cent a year between 1957 and 1967, the annual growth of United Kingdom exports of manufactures was only about 5 per cent.

Unit value and volume indices for December and 1968–correction

THE FOLLOWING AMENDMENTS should be made to the visible trade balance figures in the dollar section of Table 4 of the unit value and volume indices article on page 517 of the *Board of Trade Journal* dated February 21.

1966	2nd quarter	–274
1967	4th quarter	–834
1968	1st quarter	–430
	2nd quarter	–552
	3rd quarter	–365
	4th quarter	–322

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for December 1968 was 125 (1965=100), 2 per cent higher than in December 1967.

The index for all kinds of business for the year 1968 was 109 compared with 103 for 1967. The increase of 6 per cent between 1967 and 1968 was exactly the same as the increase in Great Britain during the same period. The year 1968 as a whole saw a mixed pattern of movement in the various sectors but overall the trend was upward and business in general appeared to be more buoyant than in 1967. Every month during the year the index number for all businesses combined was higher than for the corresponding month of 1967, the increase ranging from 2 per cent to 8 per cent.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast, 2 (Tel, Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Foods shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+2	94	+ 3
1968 Year	109	+6	118	+ 8	104	+4	100	+ 4	106	+ 7	107	+3	101	+ 7
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+3	96	+ 9
3rd quarter	107	+6	115	+ 7	103	+5	93	+ 3	103	+ 6	110	+4	93	+ 8
4th quarter	115	+5	125	+12	109	+1	115	+ 4	104	— 6	104	Nil	124	+ 5
1967 December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	—1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	—3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+8	95	+ 7
August	109	+4	116	+ 6	105	+3	92	+ 1	105	+ 4	116	+4	89	+ 1
September	102	+6	115	+ 9	94	+4	90	+ 8	96	— 1	95	Nil	95	+19
October	110	+8	121	+16	103	+2	101	+ 3	109	— 1	102	+3	101	+ 3
November	111	+7	127	+14	101	+2	109	+ 9	99	— 4	97	Nil	103	+ 8
December	125	+2	127	+ 8	124	—1	134	+ 2	104	—13	113	—2	168	+ 5

Index of retail prices for January

THE DEPARTMENT OF Employment and Productivity announce that at January 14, 1969, the official index figures which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 129.1 compared with 128.4 at December 10, 1968. The rise in the index during the month was due to increases in the prices of meat and a number of other commodities and services.

New companies registered in Northern Ireland

IN THE MONTH of January 1969 25 private companies, with a total nominal capital of £81,500 and one public company limited by guarantee and not having a share capital, were registered in Northern Ireland.

In the same month of 1968 23 new private companies were registered with a nominal capital of almost £405,000.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 21, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Big Catch	Br/E 33926	55	February 17	Children's Film Foundation Ltd.	International Film Associates (Scotland) Ltd. for Children's Film Foundation Ltd.
Headline Hunters	Br/E 33927	60	February 17	" "	Ansus Films Ltd. for Children's Film Foundation Ltd.
The Burning	Br/E 33928	28	February 18	British Film Institute	British Film Institute.
The Image	Br/E 33930	14	February 18	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Look at Life Series 39: *Can You Read This?*	Br/E 33931	9	February 18	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Mackintosh	Br/E 33938	30	February 19	Contemporary Films Ltd.	International Film Associates (Scotland) Ltd.
Movietone News 2071A	Br/E 33783	8	February 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2072	Br/E 33784	8	February 21	" "	" "
Pathe News 69-15	Br/E 33836	7	February 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-16	Br/E 33837	7	February 21	" "	" "
FOREIGN					
Buona Sera Mrs. Campbell	F 33923	113	February 17	United Artists Corp. Ltd.	Connaught Productions Inc.
War and Peace Part I	F 33924	188	February 17	London Continental Distributing (Films) Ltd.	Mosfilm Productions, Moscow.
War and Peace Part II	F 33925	169	February 17	" "	" "
The King's Pirate	F 33929	83	February 18	Rank Film Distributors Ltd.	Universal International Films Inc.
Gentle Rain	F 33932	97	February 19	Grand National Pictures Ltd.	Burt Balaban Productions Inc.
They All Do It	F 33933	85	February 19	" "	Nordisk Films Kompagnie, Kobenhavn-Valby.
Funny Girl	F 33934	147	February 19	Columbia Pictures Corp. Ltd.	Rastar Productions Inc.
The Party and the Guests	F 33935	70	February 19	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.
(a) Before the Revolution (b) Prima della Rivulozione	F 33936	119	February 19	" "	Iride Cinematografica, S.r.l., Milan.
Toni	F 33937	90	February 19	" "	Societe Teledis, Paris.
The Artist and His Model	F 33939	14	February 19	" "	Citel Compagnie, Paris.
The Party Crashers	F 33940	71	February 19	Paramount Pictures (UK) Ltd.	William Alland Productions Inc.
Project X	F 33941	97	February 19	" "	William Castle Enterprises Inc.
The Chastity Belt	F 33942	73	February 21	Warner-Pathe Distributors Ltd.	Julia Film. s.p.a., Rome.

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Exhibitions and Fairs

Britain leads at Nuremberg Toy Fair

Mr. G. H. Baker, HM Consul-General, Munich (centre foreground), examining modelling clay on one of the British stands. To the right of Mr. Baker is Mr. N. Morton, HM Consul (Commercial).

A report from the British Consulate-General, Munich

WITH 91 exhibitors Britain had the strongest foreign participation at the 20th International Toy Fair which was held in Nuremberg from February 8-14. Forty-nine exhibitors were accommodated on three main combined stands sponsored by the Board of Trade and organized by the British Toy Manufacturers Association, while the remainder exhibited independently throughout the fair. The increase in the number of Board of Trade sponsored exhibitors (35 in 1968) was made possible by the erection of a temporary hall by the organizers in which an additional site was obtained. This raised the net display area available at the fair to 33,400 sq. metres and enabled 1,352 manufacturers from 33 countries to exhibit. In all respects it was a record fair. Following the strong British contingent were Italy (90 firms), France (62), Netherlands (38), Austria (35), Spain (32), United States (24), Japan (20) and Hong Kong (14). The organizers claim that 22,500 buyers from 61 countries attended (19,500 in 1968) and of these 5,800 came from abroad, principally from European, including Eastern European, countries, South and North America, South Africa and Japan.

All the famous names in the British toy trade are well established in Nuremberg: Triang, Frog, Pedigree, Mettoy, Playcraft, Corgi, Britains, Lone Star and Matchbox, to mention but a few. The British presence in Nuremberg since the fair became international in 1958 has resulted in a steady increase in the export of our toys to all markets of the world, for a very significant percentage of sales at the toy fair are to non-German buyers. Between 1967 and 1968 British toy exports increased by a record 28 per cent from £18¾ million to £24 million. Of this the exports to the German Federal Republic grew from £1.629 million in 1967 to £2.834 million in 1968 and this, considering the fierce competition on the German market and tariffs unfavourable to imports from Britain, is no mean achievement. Indeed, the German Federal Republic is now Britain's best single customer for toys.

At the traditional and highly successful press conference held on the first Monday of the fair by the British Toy Manufacturers Association, Mr. Arthur Katz, vice-president BTMA, said: 'For the British toy industry this has been a great year and exports particularly leaped ahead. We are proud of this success and if the rest of our industries could follow suit our country would have no worries concerning balance of payments.'

Guests of honour at the reception, attended by over 60 representatives of the press, radio and television, were HM Consul-General Munich Mr. G. H. Baker and HM Consul (Commercial) Mr. Nicol Morton. In his address Mr. Baker congratulated British toy manufacturers on their success and thanked the fair organizers for their continued co-operation. He gave warm thanks to the Lord Mayor, the City Council, and the people of Nuremberg for their hospitality. Mr. Baker also urged closer industrial collaboration between the Federal Republic and Britain. 'Such collaboration,' he said, 'can be achieved without any damage either to Germany's relation with her EEC partners or to Britain's EFTA partners.'

'There is immense scope here,' he continued, 'particularly in sophisticated technologies, computers, electronic applications and peaceful uses of atomic energy.' Concluding, HM Consul-General emphasized that 'the development of more personal contact at top management level between German and British industry will help to encourage such closer collaboration.'

The press conference resulted in good pictorial and editorial coverage in the leading local newspapers, favourable commentary on Bavarian radio and a spot on German television.

The British success at Nuremberg has not been achieved without effort, and in many cases personal hardship for the exhibitors. There is an acute shortage of exhibition space

(*Continued on next page*)

Left: Mr. Arthur Katz, vice-president BTMA, addresses the press at the beginning of the fair. Next to him are: Mr. G. H. Baker, HM Consul-General, Munich, and Mr. Nicol Morton, HM Consul (Commercial). Right: Buyers crowd round one of the British combined stands.

causing many stands to be cramped and uncomfortable; and the lack of hotel accommodation continues to be a major problem. There are, however, plans afoot either to move the exhibition grounds to a completely new site (which might take 3-4 years to realize) or, the likely solution, to build a new 4-6 storey building adjacent to the existing site. If the latter is chosen the organizers would hope to have the new building finished in time for the 1971 fair, thus enabling them to offer present exhibitors more adequate space and also permitting more than 100 newcomers, including some British firms at present on the waiting list, to participate. A final decision is expected by early summer 1969.

British toy manufactureres interested in exhibiting at the Nuremberg Toy Fair, which the organizers claim with justification to be the largest toy fair in the world, should make early application for space. This should be made either to the organizers direct at Spielwaren-Messe GmbH, 86 Nuremburg, Berliner Platz 24 or to their United Kingdom agents Lep Transport Ltd., Fairs Department, Sunlight Wharf, Upper Thames Street, London, E.C.4. Firms interested in participating with Board of Trade sponsorship at toy fairs should apply to the British Toy Manufacturers Association, Regent House, 89 Kingsway, London, W.C.2.

The 21st International Toy Fair will be held in Nuremberg from February 14-20, 1970.

British store promotion in Heilbronn

THE GERMAN store Gustav Fuchs, Hausrat, Glas und Porzellan, is to hold a special promotion of British household goods etc. from September 22 to October 4, in Heilbronn.

The following British goods are to be featured: household ware – glass, pottery, china, porcelain and ceramic etc. including boutique items; electrical and non-electrical gadgets as well as utensils for use in the house and kitchen; tools and gadgets for the metal worker; garden furniture.

The firm is one of the leading specialist stores in Heilbronn.

Offers in German (preferred) or English should be addressed to: Herr Demske, Fa. Gustav Fuchs, 7100 Heilbronn, Kaiserstrasse 7. Prices must be in DM and valid free house (franco) Heilbronn duty and import turnover tax paid.

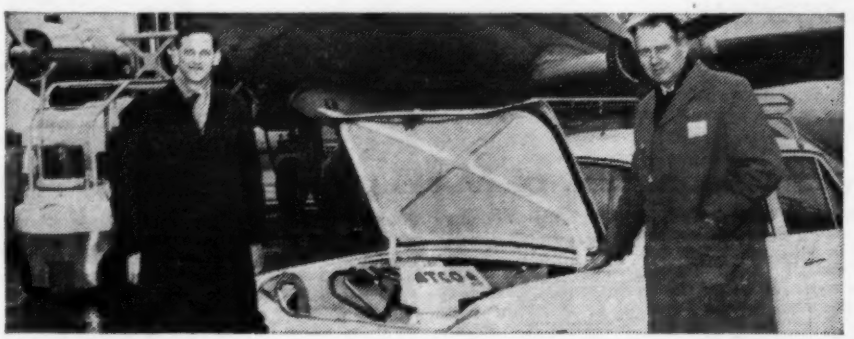
Note: Offers must arrive by end of April, 1969. Tariff information may be obtained from: Board of Trade, Export Services Branch, Section 9, Hillgate House, 35 Old Bailey, London, E.C.4.

Any further information required may be obtained from R. J. Painter, British Consulate-General, 7000 Stuttgart N, Königstrasse 45.

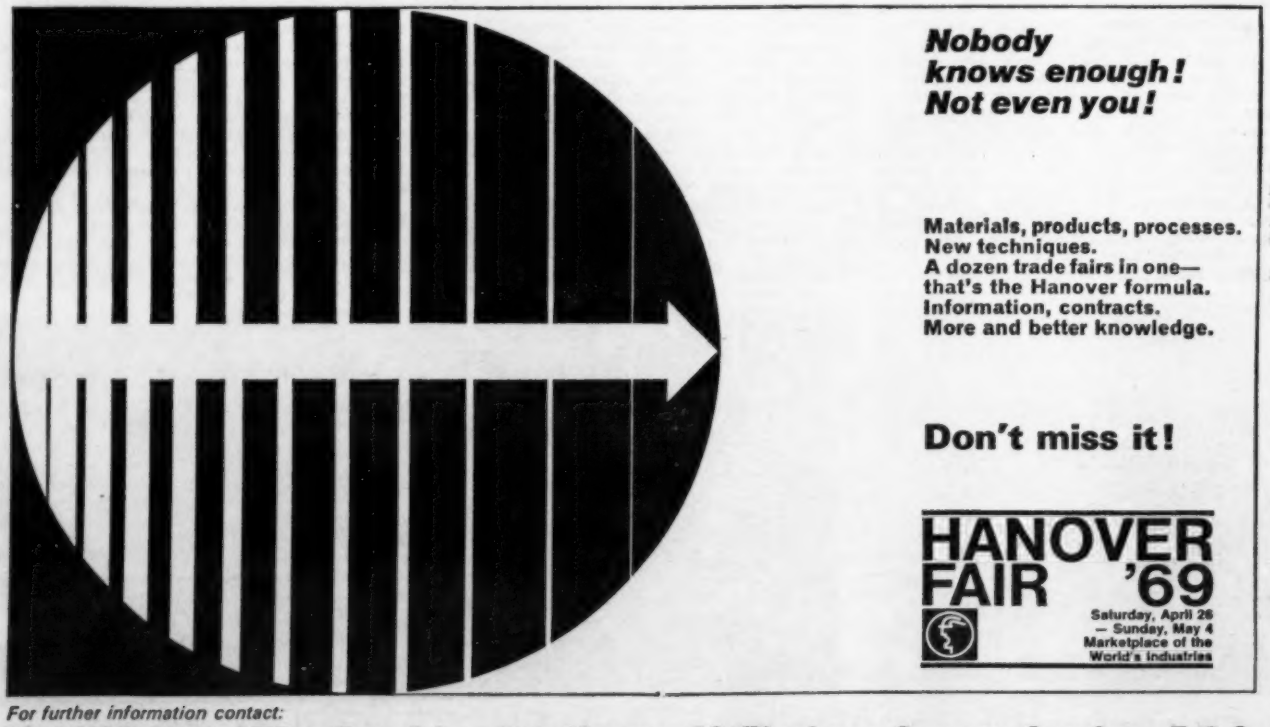
British photographic manufacturers at New York exhibition

EIGHTEEN members of the British Photographic Export Group, supported by the Board of Trade and the Central Office of Information, have reserved space totalling almost 4,000 square feet at the 'Photo-Expo' 69' exhibition in New York in June. Some of the 18 firms are also displaying on their stands the equipment of smaller firms.

The British Photographic Export Group, formed to help the smaller manufacturer of photographic equipment to get a foothold in export markets, now has 45 members, all of whom will be represented at overseas trade exhibitions within the next two years. Plans are being made for participation in trade fairs in five other countries after the Group's showing in New York.



Mr. Michael Davidson (left), managing director of Charles H. Pugh Ltd., and Mr. John Waghorn, the company's export sales manager, pictured leaving Southend Airport bound for Rotterdam to give the Continent its first view of the new Atco 18-in. rotary lawn mower. The mower was shown to prospective buyers in Holland, Belgium, France and Germany before being exhibited at the Cologne International Hardware Fair, which ended on February 23.



For further information contact:

SCHENKERS LTD., Royal London House, 13 Finsbury Square, London, E.C.2.

Tel.: 01-638 9711

British Menswear Guild's successful first showing at Paris Menswear show

by Roy Barnes, British Embassy, Paris

DICK CARROLL from Beverley Hills, California, Monsieur Aries from Kinshansa, Congo, Harry Rosen from Toronto, Canada, and planeloads of buyers from Sweden and many other countries came to Paris for the 9e Salon Européen de l'Habillement Masculin, February 8-11. They visited the British Menswear Guild stand which was supported under joint venture terms by the Board of Trade. Mr. Tokura from Tokyo was most enthusiastic about the British Week to be held in his home city, September 26-October 5, 1969. He was able in Paris to elaborate on his plans with British manufacturers who had visited him in his Tokyo store and to increase the size of his order.

From the point of view of the French market, British manufacturers were encouraged by the amount of interest shown in British quality product, not only from Paris and major cities in France, but also from smaller provincial towns. Many new accounts were opened on the British stand. Opinions were mixed, but several British manufacturers reported firm orders equal to 'twice as much as at the Cologne Show' in August. Everyone made a great number of contacts to be followed up either at the IMBEX exhibition at Earls Court later in the month, by agents, or by direct visiting.

The Paris Knitwear Exhibition, which ran alongside the Menswear Show, but not directly connected with it, concentrated on ladies' knitwear. Three British firms took part with Board of Trade support; it was unfortunate that several others found themselves unable to participate. Business, inspired by the general movement towards more casual wear, was brisk, and manufacturers of quality goods were obliged to quote long delivery dates. One British exhibitor reported as many as 119 contacts in one day! A substantial cash order was taken from a large French department store, but other orders which might have gone to British firms went begging.

It is certain that the first joint venture in France in the menswear and knitwear fields was an unqualified success for those firms who participated. The British Menswear Guild, under the able direction of Mr. Reginald Mitchell, were more than satisfied with the amount of firm orders taken, and with the large numbers of new contacts made with the French and world-wide markets. It was most disappointing, however, that more British knitwear and hosiery manufacturers could not have come to the sellers' bonanza which took place at the Paris Knitwear Show.

UK success stories at Chicago Hobby Show

By R. J. Newell, British Consulate-General, Chicago

THE HULL FIRM of J. & C. R. Wood, who were exhibiting through their sole United States distributor, Bishop Industries Ltd. of New Jersey, created the unexpected success story of the 32nd Hobby Industry Trade Show which was held at the Sherman House, Chicago, from February 2-6.

Their stand, which was decorated with products manufactured with their 'Creative Metalcraft Tool' – ranging from candle holders to functional metal furniture – was continually surrounded by interested buyers who keenly watched demonstrations given by the stand's personnel, who included Mr. J. Wood of the Hull company, Mr. A. J. Chapman, the British firm's export agent, and Mr. Robert Bishop of Bishop Industries Ltd., New Jersey.

The show, which is the hobby industry's largest annual event, was sponsored by the Hobby Industry Association of America (HIAA), New York.

More than 5,000 buyers visited the show, where over 160 exhibitors in an area of 50,000 sq. ft. displayed what was claimed to be the largest selection of hobbies and crafts ever assembled under one roof. Several British companies were exhibiting through their United States subsidiaries or distributors and all reported that good business was obtained.

Besides the success of J. & C. R. Wood, another British firm exhibiting through their United States subsidiary were awarded the show's merit award for the best large stand.

The wide range of products on show included model cars, trains, rockets, ships and many handicraft items such as painting sets, metal working outfits and sculpture sets.

The American hobby industry, which is a rapidly growing one and is expected to have a retail turnover of approximately one billion dollars by the early 1970s, is certainly an export market worth tackling for British firms with new developments in the hobby field.

Canadian store promotion — opportunities for British consumer goods

THE T. Eaton Co. Ltd. of Canada is to stage an International Import Fair this year in all its major departmental stores in Canada to mark its one hundredth anniversary. The Board of Trade will be supporting this promotion which offers British manufacturers a splendid opportunity to introduce their merchandise, or in the case of existing suppliers to further expand their volume of business to the company.

The timing of the import fairs for the various divisions of the company is as follows:

Montreal – Eastern Division: September 18-October 11.

Toronto – Central Division: October 2-25.

Winnipeg – Western Division: October 9-25.

Vancouver – Pacific Division: September 25-October 11.

Interested British manufacturers of consumer goods should make approaches as soon as possible to the company's United Kingdom buying offices at:

The T. Eaton Co. Ltd., 61/65 Conduit Street, London, W.1 (Tel. 01-734 5501).

The T. Eaton Co. Ltd., Phoenix Building, Berridge Street, Leicester (Tel. 0533 21366).

The T. Eaton Co. Ltd., Scottish Mutual Assurance Building, Donegal Square, Belfast, N. Ireland (Tel. 0232 23869).

Further information about the promotion can be obtained from Mr. R. A. Hillier, British Weeks and Store Promotions Directorate, Room 207, Tower Block, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7215).

'Technical days' at Sao Paulo exhibition

NEARLY 150 leading Brazilian industrialists are to take part in a series of specially-planned informal meetings with British manufacturers during the month of March while the British Industrial Exhibition is being held in Sao Paulo. Senior executives of business houses, manufacturing groups and government organizations from many parts of Brazil have been personally invited to attend a series of seven special luncheons given by the British National Export Council's Committee for Exports to Latin America, which is sponsoring this important exhibition.

Special 'technical days' have been designated to cover the seven weekdays on which the exhibition will be open; these will enable Brazilian guests to meet leaders of specific groups of British industries while they are in Sao Paulo for the exhibition and to join them for luncheon and informal talks on these selected days, together with representatives of the British Embassy and the Consulate-General, the British Chamber of Commerce in Brazil, and the exhibition organizers. The aim is to facilitate the informal exchange of views between industrial leaders of the two countries, so that Brazilian businessmen will have this unusual opportunity of discussing their technological needs with British manufacturers.

British exhibitors, say the organizers, have welcomed the luncheons – as well as the opportunities presented by the exhibition itself – for the chance they provide of direct and friendly talks with Brazilian buyers. Although many of the exhibitors are anxious to sell machinery and other goods direct to buyers in Brazil for immediate use, the purpose of the exhibition is equally to open the door further to new licensing deals whereby equipment of up-to-date British design could be manufacturered in Brazilian factories. The meetings could well provide an informal start to many such negotiations.

Over 350 leading companies will be participating in the exhibition which is being presented at a cost estimated by the organizers, Industrial and Trade Fairs International Limited, of between £900.000 and £1,000,000. It will be Britain's largest single overseas industrial exhibition in 1969 and is the most important trade promotion drive ever launched for British industry in Brazil.

The British Industrial Exhibition is organized by Industrial and Trade Fairs International Limited, with the support of the Board of Trade, and is being held under the sponsorship of BNEC-Latin America.

Ideal Home Exhibition postponed

HARMSWORTH PUBLICATIONS have announced that the Daily Mail Ideal Home Exhibition, due to have opened at Olympia next week, has to be postponed indefinitely due to labour difficulties on the site. The new opening date will be announced as soon as possible.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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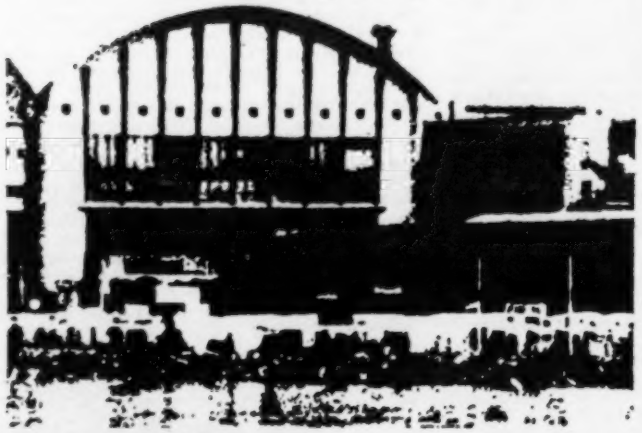

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Mr. J. S. Rooke, Minister (Economic), British Embassy, Paris (centre), accompanied by Mr. Roy Barnes, Second Secretary (Commercial) (left), discuss the continuing success of Braemar Knitwear Limited, a member of the British Knitwear Guild, with their agent, Monsieur Bernard Plaine, at the European Menswear Show, Paris.

An outstanding success at the Hobby Industry Trade Show in Chicago was J. and C. R. Wood's 'Creative Metalcraft Tool', shown here being demonstrated by Mr. A. J. Chapman, the British firm's export agent (on right). Also on the stand are (left to right) Mr. Robert Bishop, of Bishop Industries Ltd., NJ, the United States distributor, and Mr. Roger Newell, of the Board of Trade, on temporary secondment to the British Consulate-General at Chicago. *(See report on page 633.)*

Visitors to one of the British stands at the Automatic Accessories Manufacturers of America Show in Chicago. *(See report on page 636.)*

Fourteen nations join in first oceanology exhibition

THERE CAN be no doubt that the world's first international exhibition and conference dealing with the exploration of the sea and the seabed – Oceanology International 69 – was a 'tremendous success'. This was the consensus of opinion of exhibitors and visitors at the end of an event which attracted thousands of people to Brighton, Sussex, from February 17 to 21.

What lies beneath the surface of the waters of the world will probably always be a fascination to a great many people, young and old alike, and the admiration for those who explore the water's depths must surely be nearly as great as the admiration for the few who venture into space. No surprise then, that this first time public revelation of equipment, the skills necessary to use it, and the knowledge gained from such use proved such a success.

Between the displays – there were more than 200 exhibitors from some 14 countries – and the conferences, where some 114 papers were read and discussed – much has been learned, and each participator, and visitor too, must have benefited to no small degree.

As one Member of Parliament visiting the exhibition said to a *Board of Trade Journal* representative 'I am sure this event has been a fillip to Britain's activity in underwater technology. It is now up to the men of industry in this field as well as others, to forge ahead and exploit their knowledge in selling our know-how and equipment abroad, thereby contributing to Britain's earnings.'

It was extremely gratifying to the British visitor to find so many United Kingdom companies, organizations, institutes and universities participating. In fact there were 90 such bodies, and a great many firm inquiries were being received daily on the various stands from overseas people. The results of those inquiries will be seen only in the months ahead.

Officials of the exhibition were delighted. Broad smiles were evident on nearly all faces, and from the opening to the closing of the show, it was apparent that there were no real major snags.

The conferences were no less well attended, and Mr. Edward Short, Secretary of State for Education and Science, who opened the conference said its purpose was to give expression to the hope of a decade of ocean exploration proposed for the 1970's by the former President of the United States, Mr. Lyndon B. Johnson.

'Your purpose,' said Mr. Short, 'is to work together to know, understand and use the oceans of the world for the benefit of mankind. No one nation, however wealthy, can hope to provide all the men and equipment needed to explore and understand such a vast area – four-fifths of the world's surface.'

In Britain, he said, Government spending on civil marine science and services was £13 million. Of this, £4 million was spent on oceanographic research.

When one got a little stifled in the crowded exhibition hall, there were the research ships of Britain, Russia and Poland, moored at Shoreham harbour, which gave a further insight into the complicated, but necessary equipment required for underwater exploration.

This 'first' exhibition certainly was a success

New French supermarket to hold British promotion

A NEW supermarket at Caluire, Lyon, is to hold a British promotion in May this year (dates not yet fixed). The store, which is part of the Grand Bazar/Prusunic Group, will open on March 6. This will be its first promotion.

The supermarket is situated on the road to Geneva where an average of 28,000 cars pass by per day. It will have the largest sales area (some 3,200 square metres divided into 30 display units) within the group and the range of British goods on sale from the beginning will be in excess of any other Grand Bazar supermarket.

Mr. Berdah, manager of the Grand Bazar, Vaise, Lyon, reports that he is already receiving offers from a wide range of British firms who are interested in the British promotion at Caluire, but he would welcome further inquiries.

The store is particularly interested in the following goods: pottery, crockery, car accessories, teenagers' clothing and do-it-yourself articles. Interested firms should make their offers in French to Mr. Raymond Berdah, Directeur, Grand Bazar, Vaise – Lyon 69, France.

Duty and tax information may be obtained from: Board of Trade, Export Services Branch, Section 9, Hillgate House, 35 Old Bailey, London, E.C.4.

Any further information required may be obtained from J. D. R. Burn, British Consulate-General, 24 rue Childebert, 69 Lyon 2 (e), France.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Participation in Cologne SPOGA

THE FEDERATION of British Manufacturers of Sports and Games is inviting all manufacturers of sports equipment and sports clothing to participate in an 8th British group exhibit at this year's SPOGA Fair, Cologne, where the Federation has already booked some 8,000 square feet of stand space, capable of accommodating some 45 exhibitors. The SPOGA Sports Trade Fair will be held from October 19 to 21.

All members of the Federation and its affiliated associations have received a circular setting out the arrangements for this year's British group exhibit, including details of the contribution which the Board of Trade is prepared to make towards the cost of the group exhibit, under the terms of the joint venture display scheme. Any manufacturer who is not a member of the Federation or its affiliated association is invited to apply direct to the Secretary of the Federation of British Manufacturers of Sports and Games for details of this year's arrangements.

British participation in INTHERM '69

THE LARGEST British joint venture group sponsored by the Board of Trade to take part yet in INTHERM '69 – the International Trade Fair for Oil and Gas Firing, Stuttgart, Germany, March 5-9, will consist of Beeston Boiler, Boscombe Engineering, Copperad, Dunham Bush, G. N. Haden, G. T. Hydraulics, International Janitor, ITT Fluid Handling, Sealed Motor Construction, Supermatic International, Teddington Bellows, Temperature and Vokes. The British stands will cover an area of 4,000 to 5,000 square feet.

On March 6, Mr. S. L. Edwards, Minister (Economic), Bonn, will hold a press conference in the morning, followed by a talk to an audience of interested specialists in Anglo-German trade relations before visiting the joint venture stands in order to see for himself how the quality of British products matches up to others on the international market.

Looking at what is available on the international market will be 120 British dealers joining a one-day flying trip that has been organized by Heatrae Limited of Norfolk.

London Chamber exhibits in Japan for third successive year

SEVENTEEN exhibitors covering a wide range of British industry will be taking part in the British Section at the 8th International Trade Fair in Tokyo, April 17-May 6, organized by the London Chamber of Commerce as a joint venture with the Board of Trade. The fair is held in alternate years in Tokyo and Osaka and this will be the third successive year that the London Chamber has been able to get together a large British section. The area this time will be over 3,000 sq. ft. and exhibits will include both capital and consumer goods.

The London Chamber will be manning an information stand at Tokyo and previous experience suggests that the interest in British goods will result in many inquiries for products of other British manufacturers.

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects a travel hotels, climate, currency, public holidays, populations, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Successful children's wear show in Tokyo augurs well for British Week

'VAST' orders, reckoned to total more than £100,000 are reported as a result of a display at the Hilton Hotel, Tokyo, by members of a mission from the National Children's Wear Association, which visited Tokyo from January 19 to 26 in preparation for the British Week next autumn. The display, which ran from January 20 to 25, included coats, suits, kilts, knitwear, babywear, tights and hose for girls from infants to teens and for boys up to 17 years.

The mission consisted of 13 houses under the leadership of Mr. James Law, director of the Association, who conceived and planned it when he visited Tokyo as a member of the Clothing Export Council Research Mission last July. Mr. Law made provisional bookings in the Hilton Hotel, confident that if manufacturers were prepared to show good quality merchandise at keen prices, the impetus of British Week could enable them to break into the vast Japanese market.

Preparatory work

A great deal of work was done by the British Week Office in Tokyo to prepare the ground before the arrival of the mission. 127 Japanese companies were selected as being most likely to be interested in children's clothing, of which 16 were department stores and specialist retail outlets; 73 potential agents or agent/importers; 24 importer/wholesalers; and 14 manufacturers. Each company was telephoned individually and specific appointments made for their representatives to visit the show. Invitation cards were sent out to confirm. When the mission arrived, each exhibitor was given a complete list of invitees, as well as a timetable of visits.

The morning of the opening day was reserved for a press preview, when 16 children of members of the Embassy staff modelled garments from the clothing on display. More than 20 representatives of trade journals as well as some from the daily newspapers visited this 'fashion parade', which was preceded by a short speech of welcome by the British Ambassador, Sir John Pilcher. After the parade the press representatives visited each exhibitor's room to view the whole range of clothing on show.

Trade visitors began to arrive immediately after lunch, and by the end of the first day it was clear that this would be a highly successful mission. In the evening a reception was held by Mr. H. A. H. Cortazzi, Counsellor (Commercial), for the mission to meet about 100 trade representatives. Numerous useful contacts were made with the assistance when necessary of the Embassy's Japanese speakers. As it turned out, this reception, despite its business objective, proved to be the only moment of relaxation for the members of the mission. From the following morning until late in the evening of the final day of the show they were kept so busy that they had not a minute to spare.

Commercial success

During the period of the show, 383 trade representatives viewed the goods on display, representing some 120 Japanese companies. With a Commercial Officer on loan from the British Week Office as an aide to Mr. Law, and the assistance of three Japanese lady interpreters who had been engaged for the occasion, all these visitors were looked after with the minimum of confusion. One visitor to the show who gave particular pleasure to all concerned was HIH Princess Mikasa, who spent more than an hour looking at the garments on display.

The results of the show, in hard commercial terms, were beyond all expectations. Of the 13 exhibiting houses, only one was already represented in Japan. Before the departure of of the mission, 11 were able to reach provisional agreements for agency representation, and Rowes of Bond Street made an exclusive arrangement with one of the leading Tokyo department stores for a shop within the store to open before British Week takes place.

Mr. Law and his exhibitors, mostly small to medium-sized companies, proved beyond doubt that given the will, energy and enthusiasm, this market is open to manufacturers who are prepared to bring the right merchandise. British children's wear was put squarely on the map in Japan, and the results augur well for the commercial success of British Week. Everyone concerned both in Tokyo and London, has been greatly heartened by the success of this show, which was a model of co-operation between industry and Government services.

Auto accessories success in Chicago

A report from the British Consulate-General, Chicago

FOURTEEN British manufacturers of automotive accessories, including two holders of the Queen's Award to Industry, took part in the Automotive Accessories Manufacturers of America International Exposition from February 10-13. Held this year at the Navy Pier in Chicago, this was the 42nd AAMA show, and second in which a group of British exhibitors, sponsored by the Society of Motor Manufacturers and Traders, have participated as a joint venture with the Board of Trade.

The show as a whole was a large one, with over 600 firms exhibiting and filling both North and South Halls of the mile-long Navy Pier. It was well attended by buyers from all parts of the United States, and also from Canada and Latin America. A very wide range of automotive accessories was exhibited. Most of the exhibits were common accessories for American domestic cars – cushions, head rests, mats and seat covers, additives, waxes, filters, silencers and shock absorbers. Notable were the numerous displays of tape-playing equipment, amplifiers, speakers and radios for use in cars. There were, however, a fair number of high performance products exhibited, such as instruments, sports wheels and clutches, exhaust manifolds, spring lifters, tune-up kits, lighting equipment, racing tyres and safety helmets. A few exhibitors showed automotive test equipment, tools, lifting equipment, jacks and wheel balancers more proper to the overcrowded Automotive Service Industries Show which followed the AAMA Exhibition at the Chicago Navy Pier.

The British exhibits were naturally mainly inclined to the sporting side, and our exhibitors did well with their sports car accessories, particularly steering wheels. They were hampered by the non-arrival of some of their exhibits, caused by a snow-storm in the eastern United States. Despite the initial stroke of bad luck they made considerable efforts to put on a good show, and succeeded in creating a most favourable impression for the British group as a whole, the only significant foreign exhibitors at the show. They deserved their well-earned success in Chicago.

A shop-window for British gloves

ONE OF the main achievements of the Glove Guild of Great Britain – formed to promote the interests of the British glove industry as a whole – has been to increase overseas interest in and demand for British gloves. The enthusiasm of buyers coming from abroad to visit the recent Glove Fairs organized by the Guild underlines this encouraging tendency, and this year's fair netted more countries than ever. The Netherlands, Belgium, Sweden, Switzerland, Australia and the United States were represented, and included among the visitors was a trade delegation from Czechoslovakia. The large number of shipping houses represented was also a hopeful portent, said the organizers.

The 1969 British Glove Fair was held at the Londoner Hotel, Welbeck Street, London, and for three days – from February 17 to 19 – manufacturers exhibited their latest styles for home and overseas buyers. Trends for the autumn indicated a swing back to the more classic styles, coupled with more muted colours – beiges, browns, tans and 'woody' hues. Emphasis swung from bright colours to decorations – French knots, intricate stitching and delicate perforations.

A valuable shop-window for British craftsmanship, the Glove Fair has increased considerably since its inception six years ago, emphasizing that the glove industry has kept pace with British fashion generally and shares its impact on world markets.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Spain and Rumania

THE *Board of Trade Journal* dated December 1, 1967, published details of a trade and payments agreement between Spain and Rumania for the period 1968-1970. The list of goods to be exchanged during 1969 has now been published, and the Spanish text may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7068, 7069).

Norway and Bulgaria

A LONG-TERM Trade Agreement between Norway and Bulgaria was signed in Sofia on November 15, 1968. It provides for trade in the period January 1, 1969, to December 31, 1973.

The list of Bulgarian exports to Norway includes footstuffs, wines, oils, metal ores, wood, machinery and equipment, electrical machinery, electric products, boats, ships' equipment and consumer goods.

Norway's exports will include artificial fibre and yarn, paper, paperboard, wood pulp, cellulose, fish and fish products, chemical and pharmaceutical products, paints, varnishes, metals, rolling mill products, machinery and equipment, ships and equipment and consumer goods.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 469, 492, 7068 and 7069).

Poland and Finland

A PROTOCOL to the Trade Agreement between Poland and Finland was signed in Helsinki on December 3, 1968 and provides for the exchange of goods in 1969.

Poland's exports will include coal, coke, laminated products, machinery, agricultural products and textiles.

Finland will export cellulose, cardboard, paper, paper products and wood processing machinery and equipment. No other details are available.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461, 482).

Iran and Czechoslovakia

A TRADE and payments agreement between Iran and Czechoslovakia has been initialled in Tehran prior to ratification and final signature this spring. The agreement covers a five-year period, beginning July 1, 1969, when the present three-year agreement expires. It provides for the exchange of goods at the rate of US $27 million per annum in each direction. Czechoslovakia will supply industrial material necessary for the Iranian Fourth Five-Year Plan, while Iran will export cars, refrigerators, water-heaters, gas-rings, shoes, socks and stockings, knitwear and petrochemical products. A credit of US $200 million is to be extended by Czechoslovakia for Fourth Plan projects and will be repaid by the export of Iranian crude oil. To facilitate commercial exchanges, a reciprocal Central Bank credit of up to US $2,500,000 is to be provided for.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

India and Iran

IT HAS BEEN announced in New Delhi that following the visit of the Shah of Iran to India, there has been an exchange of letters between the Governments of India and Iran confirming the formation of a joint commission for economic, trade and technical co-operation.

The agreement stipulates that within the joint commission, sub-committees are to be set up to look into the following areas of co-operation:

(1) Planning and trade; (2) Petroleum; (3) Petrochemicals and fertilizers; (4) Light and heavy engineering industries; (5) Non-ferrous metals and mineral development; (6) Power and water development; (7) Transportation.

The first meeting of the joint commission is due to take place during March this year. Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin**†. *Copies of the Bulletins which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts). Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ALGERIA

Bulletin 37/69

ALGERIAN STATE MECHANICAL ENGINEERING ORGANIZATION:
Capital Goods for Steel, Electrical, Mechanical and Engineering. March 13. E.S.B. 7735/69/J.
ALGERIAN STATE EDIBLE OILS ORGANIZATION:
Glycerine Refinery Plant. April 11. E.S.B. 7736/69/J.
Oil Plant. April 11. E.S.B. 7737/69/J.
Washing Plant. April 11. E.S.B. 7738/69/J.

ARGENTINA

Bulletin 34/69

DIRECCION NACIONAL DE CONSTRUCCIONES PORTUARIAS Y VIAS NAVEGABLES:
Consultancy Services, Port Facilities and Canals. Closing date postponed to May 15. E.S.B. 1995/69/J.

Bulletin 36/69

HIDRONOR, SA:
Structural Steelwork. April 28. E.S.B. 7400/69/J.

AUSTRALIA

Bulletin 33/69

SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:
*95s. **Gates and Stoplogs.** March 28. E.S.B. 6483/69/J.

Bulletin 34/69

GENERAL POST OFFICE:
Electrical Protective Apparatus. March 27. E.S.B. 7090/69/J.

Bulletin 36/69

DISTRICT CONTRACT BOARD:
Trailer Mounted Pumps. March 12. E.S.B. 7719/69/J.
Ultra High Vacuum Pumping System. March 27. E.S.B. 7718/69/J.
STATE ELECTRICITY COMMISSION:
Construction of Chimney. April 14. E.S.B. 7722/69/J.
ORD IRRIGATION PROJECT:
Valves. May 1. E.S.B. 7388/69/J.
SARINA SHIRE COUNCIL:
*68s. **Sewage Sludge Digestion Tank Equipment.** March 21. E.S.B. 7393/69/J.
*49s. **Flow Meter and Equipment.** March 21. E.S.B. 7394/69/J.
*46s. **Chlorinating Plant and Equipment.** March 21. E.S.B. 7395/69/J.
*114s. **Sewage Pumps and Control Equipment.** March 21. E.S.B. 7352/69/J.
*95s. **Vertical Centrifugal Sewage Pumps.** March 21. E.S.B. 7350/69/J.
*118s. **Sewage Pumps; Control Equipment.** March 21. E.S.B. 7351/69/J.
*64s. **Sewage Rotary Distributor.** March 21. E.S.B. 7391/69/J.
*72s. **Sludge Collectors; Skimming Equipment.** March 21. E.S.B. 7392/69/J.
VICTORIA RAILWAYS:
Mobile Crane. March 19. E.S.B. 7713/69/J.

Bulletin 37/69

STATE ELECTRICITY COMMISSION:
Generator Sets and Equipment. March 31. E.S.B. 7721/69/J.

BELGIUM

Bulletin 37/69

SUPREME HEADQUARTERS, ALLIED POWERS, EUROPE:
*Stationers' Sundries. March 17. E.S.B. 7723/69/J.

BURMA

Bulletin 33/69

MINERAL DEVELOPMENT CORPORATION:
*3s. **Rock Crusher.** March 15. E.S.B. 6497/69/J.
*3s. **Laboratory Apparatus.** March 15. E.S.B. 6498/69/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Metal Sheets; Brass Springs.** March 22. E.S.B. 6499/69/J.
*3s. **Grass Cutters.** April 30. E.S.B. 6500/69/J.
*8s. **Rivets, Screws, Nuts, Bolts, etc.** March 21. E.S.B. 7001/69/J.
*3s. **Electrical Supplies.** April 5. E.S.B. 7002/69/J.

Bulletin 34/69

MINISTRY OF DEFENCE:
*2s. **Steel Tubing.** March 20. E.S.B. 7004/69/J.

Bulletin 37/69

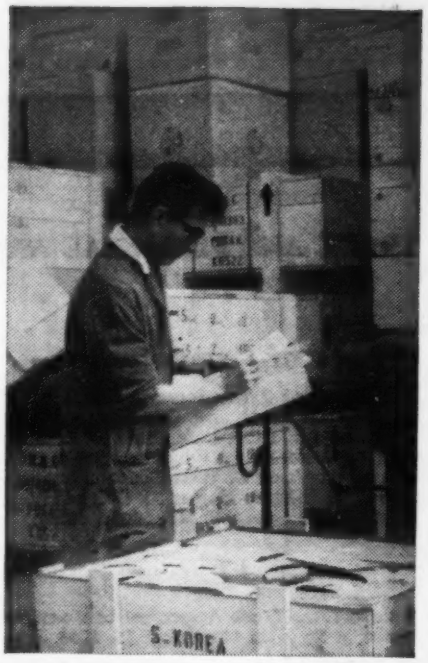
PEOPLE'S OIL INDUSTRY:
*11s. **Paper, Drawing Instruments, Stationery.** March 31. E.S.B. 7794/69/J.
*3s. **Felt.** March 28. E.S.B. 7795/69/J.
3s. **Dump Trucks.** March 20. E.S.B. 7796/69/J.
*3s. **Valves.** March 18. E.S.B. 7797/69/J

Bulletin 38/69

*5s. **Sub-station Materials.** March 21. E.S.B. 8109/69/J.
*10s. **Bulldozers.** March 20. E.S.B. 8110/69/J.
*3s. **Concrete Mixers.** March 20. E.S.B. 8111/69/J.
*3s. **Pumps.** March 28. E.S.B. 8112/69/J.
*3s. **Carborundum Crucibles.** March 31. E.S.B. 8114/69/J.

Bulletin 38/69

*3s. **Valves.** March 18. E.S.B. 7800/69/J and 8101/69/J.
*2s. **Trigger Nozzles.** April 5. E.S.B. 8103/69/J.
*3s. **Brushes.** March 31. E.S.B. 8106/69/J.
*3s. **Linseed Oil.** March 28. E.S.B. 8107/69/J.
*3s. **Padlocks.** March 28. E.S.B. 8108/69/J.
*6s. **Laboratory Equipment.** March 31. E.S.B. 8122/69/J.
STATE TIMBER BOARD:
*5s. **Strapping Steel, Strapping and Binding Machine.** April 5. E.S.B. 7799/69/J.



The first batch of CKD (completely knocked down) kits for 23 in. educational television receivers ready for despatch to Korea. Some 3,300 receivers manufactured at TV Manufacturing Ltd. at Lowestoft, a member of the Pye Group, will be forming part of the completion of an order for Korea won by Pye TVT Ltd.

CANADA

Bulletin 36/69

MANITOBA HYDRO:
*30s. **Capacitors.** March 20. E.S.B. 7710/69/J.
SASKATCHEWAN POWER CORPORATION:
*72s. **Pumping Equipment.** March 18. E.S.B. 7720/69/J.

CEYLON

Bulletin 34/69

COLOMBO MUNICIPAL COUNCIL:
Drugs and Equipment for Dispensaries. March 13. E.S.B. 7308/69/J.
DEPARTMENT OF AGRICULTURE:
*7s. **Garage and Repair Equipment.** (Further Information.) E.S.B. 5820/69/J.
RIVER VALLEY DEVELOPMENT BOARD:
***Construction of Water Treatment Station.** Closing date postponed to March 5. E.S.B. 44875/68/J.
STATE ENGINEERING CORPORATION OF CEYLON:
Band Saw Blades. March 14. E.S.B. 7309/69/J.

CHILE

Bulletin 34/69

EMPRESA NATIONAL DE ELECTRICIDAD, SA:
*13s. **Transmission Line Fittings.** March 14. E.S.B. 7310/69/J.

COLOMBIA

Bulletin 36/69

FERROCARRILES NACIONALES DE COLOMBIA:
*1s. **Ballast Wagons.** Closing date postponed to March 14. E.S.B. 1575/69/J.

COSTA RICA

Bulletin 35/69

LA PROVEEDURIA NACIONAL:
Construction of Bridge and Road. (Further Information.) E.S.B. 38633/68/J.

CYPRUS

Bulletin 34/69

CYPRUS TELECOMMUNICATIONS AUTHORITY:
*2s. **Paper.** March 14. E.S.B. 7095/69/J and 7096/69/J.
*2s. **Envelopes.** March 14. E.S.B. 7097/69/J.
69/J.
*1s. **Protective Clothing.** March 14. E.S.B. 7099/69/J.

ETHIOPIA

Bulletin 37/69

ETHIOPIA ELECTRIC LIGHT AND POWER AUTHORITY:
*6s. **Transformers.** April 4. E.S.B. 7791/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

GREECE

Bulletin 34/69
MINISTRY OF DEFENCE:
*8s. **Water Distillation Plant.** March 29. E.S.B. 7084/69/J.

Bulletin 36/69
FREE ZONE AND PORT OF THESSALONIKI:
*10s. **Fork-lift Trucks; Autographic Instruments.** March 31. E.S.B. 7707/69/J.

HONG KONG

Bulletin 35/69
CONTROLLER OF STORES:
*7s. **Ball Point Pens.** March 14. E.S.B. 7347/69/J.
SECRETARY, CENTRAL TENDER BOARD:
*7s. **Fans.** March 21. E.S.B. 7348/69/J.

ICELAND

Bulletin 33/69
REYKJAVIK PURCHASING CENTRE:
*7s. **Transformer.** March 18. E.S.B. 7220/69/J.

INDIA

Bulletin 33/69
FERTILIZER CORPORATION OF INDIA:
X-ray Unit. Closing date postponed to March 12. E.S.B. 1561/69/J.
HINDUSTAN SHIPYARD LTD.:
*24s. **Ventilation Equipment.** (Further Information.) E.S.B. 4742/69/J.
*20s. **Chain Cables.** (Further Information.) E.S.B. 4743/69/J.

Bulletin 34/69
BHARAT HEAVY ELECTRICALS LTD.:
*Steam Traps. (Further Information.) E.S.B. 4748/69/J.
*Stamping Steel. (Further Information. E.S.B. 4744/69/J.
*Safety Valves. (Further Information.) E.S.B. 4747/69/J.
*Cylinders. (Further Information.) E.S.B. 4749/69/J.
*Tester Range; Suction Gauge. (Further Information.) E.S.B. 4750/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*17s. **Copper Wire.** March 13. Bids will be considered from abroad if no suitable offers are received from indigenous sources. E.S.B. 7051/69/J.

Bulletin 35/69
*35s. **Meters; Generator; Recorders; Oscilloscope.** May 7. E.S.B. 7312/69/J.

Bulletin 37/69
HINDUSTAN SHIPYARD LTD.:
Radar Equipment. April 14. E.S.B. 7747/69/J.
Compass Equipment. April 16. E.S.B. 7748/69/J.
Switchboards. April 21. E.S.B. 7750/69/J.
Hatch Covers. April 17. E.S.B. 7749/69/J.
PUNJAB STATE INDUSTRIAL DEVELOPMENT CORPORATION LTD.:
Tanning Machinery. Closing date postponed to March 15. E.S.B. 3974/69/J.

IRAQ

Bulletin 36/69
NATIONAL ELECTRICITY ADMINISTRATION:
*10s. **Rolled Steel Joists.** (Further Information.) E.S.B. 4586/69/J.
*10s. **Galvanized Stay Wires.** (Further Information.) E.S.B. 4587/69/J.
*10s. **Box Carrier.** (Further Information.) E.S.B. 4588/69/J.
*11s. **Fork Lift.** (Further Information.) E.S.B. 4589/69/J.
*10s. **Concrete Compressor.** (Further Information.) E.S.B. 4590/69/J.
MINISTRY OF MUNICIPALITIES AND VILLAGE AFFAIRS:
*10s. **Steel Pipes and Specials.** (Further Information.) E.S.B. 4523/69/J.
SARCHINAR CEMENT ADMINISTRATION:
*96s. **Cement and Slurry Lining.** (Further Information.) E.S.B. 6071/69/J.

KENYA

Bulletin 36/69
EAST AFRICAN POSTS AND TELECOMMUNICATIONS:
Telephone Cable. (Further Information.) E.S.B. 6441/69/J.

Bulletin 37/69
EAST AFRICAN RAILWAYS AND HARBOURS:
Vehicles. March 25. E.S.B. 7743/69/J.

KUWAIT

Bulletin 36/69
MINISTRY OF EDUCATION:
*12s. (In Arabic.) **Needlework Materials.** March 16. E.S.B. 7396/69/J.
*19s. (In Arabic.) **School Furniture.** March 23. E.S.B. 7397/69/J.
*11s. (In Arabic.) **Tools.** March 18. E.S.B. 7398/69/J.
*12s. **Office Supplies.** March 23. E.S.B. 7399/69/J.

LEBANON

Bulletin 33/69
UNITED NATIONS RELIEF AND WORKS AGENCY FOR PALESTINE REFUGEES:
*6s. **Linen, Embroidery Silk, Pique.** March 13. E.S.B. 6464/69/J.

LIBYA

Bulletin 36/69
MINISTRY OF FINANCE:
Foodstuffs. March 17. E.S.B. 7705/69/J.

MALAGASY REPUBLIC

Bulletin 35/69
DIRECTION GENERALE DES POSTES ET TELECOMMUNICATIONS:
*10s. **Communications Equipment.** March 18. E.S.B. 7316/69/J.

MALAWI

Bulletin 35/69
GOVERNMENT MEDICAL STORES:
*8s. **Pharmaceuticals.** March 20. E.S.B. 7343/69/J.

MALAYSIA

Bulletin 34/69
SABAH STATE RAILWAYS:
Shunting Locomotives. (Advance Information.) E.S.B. 7304/69/J.
Railway Wagons. (Advance Information.) E.S.B. 7305/69/J and 7306/69/J.
Lathe. (Advance Information.) E.S.B. 7307/69/J.

Bulletin 35/69
ROYAL MALAYSIA POLICE:
*10s. **Materials; Ponchos.** March 31. E.S.B. 7342/69/J.
PUBLIC WORKS DEPARTMENT:
Construction of Water Supply Scheme. (Pre-qualification Information.) E.S.B. 7390/69/J.

Bulletin 36/69
MALAYSIAN BROADCASTING CENTRE:
*Radio System. June 10. E.S.B. 7385/69/J.

Bulletin 37/69
STATE TENDER BOARD, SABAH:
*8s. **Alternator Sets, Switchgear.** Closing date postponed to March 17. E.S.B. 2905/69/J.

MALTA

Bulletin 36/69
TREASURY:
Fishing Nets. March 29. E.S.B. 7389/69/J.

Bulletin 37/69
MALTA ELECTRICITY BOARD:
*9s. **Cable.** March 14. E.S.B. 7739/69/J.
*9s. **Fuse Boxes and Fuses.** March 18. E.S.B. 7740/69/J.

MOROCCO

Bulletin 37/69
LE CHEF DES SERVICES TECHNIQUES DE LA RADIODIFFUSION TELEVISION MAROCAINE:
*28s. **Television Transmitters.** April 2. E.S.B. 7783/69/J.

MOZAMBIQUE

Bulletin 33/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*12s. (In Portuguese.) **Electrical and Mechanical Supplies.** March 19. E.S.B. 7017/69/.
*9s. (In Portuguese.) **Steel Shapes.** March 20. E.S.B. 7018/69/J.
*5s. (In Portuguese.) **Railway Supplies.** March 21. E.S.B. 7019/69/J.
*6s. (In Portuguese.) **Motor Spare Parts.** March 18. E.S.B. 7020/69/J.
*4s. (In Portuguese.) **Electrical Supplies.** March 20. E.S.B. 7021/69/J.
*9s. **Vehicles, Motors and Equipment.** April 30. E.S.B. 7027/69/J.

Bulletin 34/69
Rectifiers. March 17. E.S.B. 7016/69/J.

NETHERLANDS ANTILLES

Bulletin 34/69
HOTELMAATSCHAPPIJ EL CURACAO:
*22s. **Laundry and Dry Cleaning Equipment.** March 12. E.S.B. 7064/69/J.

Bulletin 37/69
HOTEL INTER-CONTINENTAL CURACAO:
*95s. **Kitchen Equipment.** March 12. E.S.B. 7728/69/J.

NEW ZEALAND

Bulletin 34/69
GENERAL POST OFFICE:
*4s. **Lathe.** March 19. E.S.B. 7301/69/J.

Bulletin 36/69
*24s. **Telegraph Equipment.** March 24. E.S.B. 7732/69/J.
*3s. **Torches.** March 20. E.S.B. 7733/69/J.

Bulletin 37/69
NEW ZEALAND RAILWAYS:
*13s. **Ballast Tamping, Track Lining and Regulation Machines.** March 19. E.S.B. 7731/69/J.
POST OFFICE HEADQUARTERS:
*5s. **Fuse Boxes and Fuses.** March 24. E.S.B. 7753/69/J.

NIGERIA

Bulletin 35/69
MINISTRY OF HEALTH AND SOCIAL WELFARE:
Drugs. March 12. E.S.B. 7340/69/J.

PAKISTAN

Bulletin 33/69
LAHORE IMPROVEMENT TRUST:
Pumps. April 7. E.S.B. 7028/69/J.
Water Pipes. April 8. E.S.B. 7029/69/J.

Bulletin 34/69
DIRECTOR OF SUPPLY:
*23s. **Electrical Equipment.** April 3. E.S.B. 7036/69/J.
*10s. **Veterinary Equipment.** March 15. E.S.B. 7792/69/J.
*9s. **Veterinary Equipment.** March 13. E.S.B. 7793/69/J.

SAUDI ARABIA

Bulletin 36/69
MAYORALTY OF RIYADH:
Veterinary Medicines. March 16. E.S.B. 7379/69/J.
MINISTRY OF AGRICULTURE:
Laboratory Equipment and Apparatus. March 13. E.S.B. 7381/69/J.
MINISTRY OF INTERIOR:
Furniture, Office Equipment, Photographic and Drawing Requirements, Stationery, Printed Matter. March 19. E.S.B. 7378/69/J.

SIERRA LEONE

Bulletin 34/69
MINISTRY OF WORKS:
Construction of Highway. (Advance Information.) E.S.B. 7011/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 37/69
DIRECTOR OF TELECOMMUNICATIONS:
*Teleprinter Paper. March 31. E.S.B. 7384/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 34/69
CAPE PROVINCIAL TENDER BOARD:
X-ray Machine and Bucky Table. March 28. E.S.B. 7047/69/J.
X-ray Machine. March 14. E.S.B. 7048/69/J.
Workshop Machinery; Ladders and Trestles. March 14. E.S.B. 7050/69/J.
HOSPITAL TENDERS COMMITTEE:
Hospital Theatre Lamp. March 14. E.S.B. 7043/69/J.

Bulletin 36/69
DIVISIONAL COUNCIL OF THE CAPE:
Construction of Roadway. March 12. E.S.B. 7362/69/J.

Bulletin 37/69
CAPE PROVINCIAL TENDER BOARD:
Diathermy Machine. March 21. E.S.B. 7756/69/J.
Coagulation Analyzer. March 14. E.S.B. 7757/69/J.
Deep Fryer. March 21. E.S.B. 7758/69/J.

Bulletin 38/69
*7s. **Projection Equipment, Copying Machines, Record Players.** March 14. E.S.B. 7338/69/J.

SUDAN

Bulletin 34/69
STORES AND EQUIPMENT DEPARTMENT:
*6s. **Chairs.** March 15. E.S.B. 7031/69/J.

Bulletin 36/69
GOVERNMENT PRINTING PRESS:
*3s. **Paper.** March 15. E.S.B. 7032/69/J.

Bulletin 37/69
SUDAN RAILWAYS:
*2s. **Crane.** April 9. E.S.B. 7760/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 33/69
GENERAL RAILWAY MANAGEMENT OF THE HIJAZ:
Railway Lifting Equipment. April 21. E.S.B. 6492/69/J.

TAIWAN

Bulletin 33/69
CENTRAL TRUST OF CHINA:
4s. **Fork Lift.** March 18. E.S.B. 6450/69/J.

Bulletin 35/69
*3s. **Expansion Joints.** March 12. E.S.B. 7375/69/J.

Bulletin 36/69
*2s. **Plastic Insulcrete.** April 7. E.S.B. 7366/69/J.
*4s. **Steel Plates.** April 7. E.S.B. 7367/69/J.
*2s. **Brick, Cement.** March 17. E.S.B. 7358/69/J.
*4s. **Pile Hammer.** March 14. E.S.B. 7374/69/J.

Bulletin 37/69
*3s. **Gauges.** March 17. E.S.B. 7729/69/J.
*1s. **Sand Rammers.** March 20. E.S.B. 7730/69/J.
*6s. **Liquid Oxygen Handling Equipment.** April 15. E.S.B. 7763/69/J.
*1s. **Cylinders.** April 16. E.S.B. 7764/69/J.
*3s. **Steel Pipes.** March 20. E.S.B. 7765/69/J.
*4s. **Communications Equipment.** March 20. E.S.B. 7766/69/J.
*2s. **Triethanolamine.** March 20. E.S.B. 7767/69/J.
*3s. **Castings.** March 20. E.S.B. 7768/69/J.
*s. **Steel Pipe.** March 21. E.S.B. 7770/69/J.

Bulletin 38/69
*5s. **Rubber Suits.** April 15. E.S.B. 7762/69/J.
*4s. **Communications Equipment.** March 14. E.S.B. 7774/69/J.

TANZANIA

Bulletin 36/69
DIRECTORATE OF WATER DEVELOPMENT AND IRRIGATION:
Polythene Pipes. March 13. and 14. E.S.B. 7376/69/J.

THAILAND

Bulletin 33/69
MINISTRY OF EDUCATION:
*Vehicle Maintenance Equipment; Workshop Equipment. April 23. E.S.B. 6495/69/J.

Bulletin 34/69
*2s. **Garage Equipment.** April 23. E.S.B. 7024/69/J.
THAILAND TOBACCO MONOPOLY:
Cellulose Film. March 18. E.S.B. 7059/69/J.
Paper. March 17. E.S.B. 7061/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

TURKEY

Bulletin 34/69
ANKARA ELECTRICITY, GAS AND BUS ADMINISTRATION:
*14s. **Transformers.** March 24. E.S.B. 7007/69/J.

Bulletin 35/69
PUBLIC TELEPHONE AND TELEGRAPH ADMINISTRATION:
*21s. **Telegraph Equipment.** April 21. E.S.B. 7324/69/J.

Bulletin 37/69
ETIBANK GENEL MUDURLUGU:
Circuit Breakers. March 27. E.S.B. 7726/69/J.

Bulletin 38/69
MAKINA VE KIMYA ENDUSTRISI KURUMU:
*5s. **Aluminium.** March 13. E.S.B. 7777/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 38/69
EGYPTIAN RAILWAYS:
Chains. March 31. E.S.B. 8102/69/J.

UNITED STATES OF AMERICA

Bulletin 36/69
BUREAU OF RECLAMATION:
*97s. **Autotransformers.** (Further Information.) E.S.B. 4993/69/J.

URUGUAY

Bulletin 35/69
ADMINISTRATION NACIONAL DE COMBUSTIBLES ALCOHOL:
Insulating Chains. Closing date postponed to March 17. (Further Information.) E.S.B. 48121/68/J.

VIETNAM

Bulletin 34/69
INDUSTRIAL DEVELOPMENT CENTRE:
*11s. **Spinning Mill Machinery.** (Further Information.) E.S.B. 5893/69/J.

YUGOSLAVIA

Bulletin 36/69
FERIMPORT:
*1s. **Steam Turbo Unit.** March 24. E.S.B. 7370/69/J.
GRAFOIMPEX:
*2s. **Stationery Manufacturing, Printing and Reproduction Machines.** March 24. E.S.B. 7373/69/J.
MASINO-IMPEX:
*1s. **Textile Machinery.** March 24. E.S.B. 7371/69/J.
METALKA, EXPORT IMPORT:
*1s. **Glasshouses.** March 24. E.S.B. 7369/69/J.
TEHNOMETAL, EXPORT IMPORT:
*2s. **Milk Packing and Filling Machinery.** March 24. E.S.B. 7372/69/J.

ZAMBIA

Bulletin 36/69
CENTRAL SUPPLY AND TENDER BOARD:
*6s. **Surgical Gloves.** March 21. E.S.B. 8098/69/J.

Opportunities for exporters — Agency inquiries, market reports, etc

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ALGERIA

Bulletin 35/69
Inquiry for dress fabric. E.S.B. 7451/69/J.

AUSTRALIA

Bulletin 35/69
5s. Inquiry for gear set. E.S.B. 7447/69/J.

Bulletin 36/69
Agency inquiry for fabric measuring machines and equipment. E.S.B. 4535/69/J.
Inquiry for stainless steel piping. E.S.B. 7452/69/J.
Inquiry for duck material; marine radar. E.S.B. 87496/68/J.
Agency inquiry for crockery; cutlery; glassware. E.S.B. 4656/69/J.
Agency inquiry for toys and children's games. E.S.B. 7535/69/J.

Bulletin 36/69
Inquiry for dressed and reinforced belting. E.S.B. 8572/69/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 33/69
2s. Inquiry for combustion air blower. E.S.B. S/16/69/J.
Inquiry for microphotograph reader. E.S.B. S/17/69/J.
Inquiry for patent medicine. E.S.B. B/2/69/J.

Bulletin 34/69
Inquiry for electric gas heater. E.S.B. S/15/69/J.
4s. Inquiry for combustion air heater. E.S.B. S/14/69/J.

AUSTRIA

Bulletin 35/69
Inquiry for household articles. E.S.B. 7514/69/J.
Inquiry for bedding fabrics; blankets. E.S.B. 4659/69/J.
Inquiry for air pump hoses; hose. E.S.B. 46899/68/J.
Inquiry for bread slicing machines. E.S.B. 7556/69/J.
Inquiry for reproduction furniture. B.S.B. 7527/69/J.
Inquiry for torches. E.S.B. 7513/69/J.

Bulletin 36/69
Agency enquiry for knitwear. E.S.B. 7592/69/J.

Bulletin 37/69
Agency inquiry for cardboard; paper. E.S.B. 7279/69/J.
Inquiry for bed linen; dresses; dress materials; piecegoods. E.S.B. 7594/69/J.

Bulletin 38/69
Agency inquiry for worsted cloth. E.S.B. 7593/69/J.
*Inquiry for disc knives; velvet needles. E.S.B. 7622/69/J.

BARBADOS

Bulletin 35/69
Inquiry for catering and kitchen equipment. E.S.B. 47766/68/J.

BELGIUM

Bulletin 36/69
Agency inquiry for cables. E.S.B. 7663/69/J.

BRAZIL

Bulletin 34/69
Inquiry for felt. E.S.B. 5682/69/J.
Agency inquiry for chemicals; fertilizers; zinc. E.S.B. 25555/68/J.

BULGARIA

Bulletin 34/69
Inquiry for aluminium extrusions and fittings; radio communications equipment; runway lighting. E.S.B. 5281/68/J.
Inquiry for footwear machinery; leather working machinery. E.S.B. 7110/69/J.

Bulletin 35/69
*Inquiry for glass ampoules, bottles and vials; pipettes. E.S.B. 6359/69/J.

CANADA

Bulletin 33/69
Agency inquiry for fireplaces and accessories; trays; wall plaques. E.S.B. 46346/68/J.

Bulletin 34/69
Inquiry for overhead hanger door. E.S.B. 7106/69/J.
*Agency inquiry for aluminium strip. E.S.B. 7229/69/J.

Bulletin 35/69
Agency inquiry for brushes; cosmetics; drug sundries; gift items; playing cards. E.S.B. 6125/69/J.

Bulletin 36/69
Inquiry for automotive accessories and parts. E.S.B. 7267/69/J.
Inquiry for records. E.S.B. 7127/69/J.
Inquiry for confectionery. E.S.B. 6227/69/J.
1s. Inquiry for fork lift trucks; platform scales; stacking pallet boxes; used army trucks. E.S.B. 7906/69/J.

Bulletin 37/69
Inquiry for potters equipment and supplies. E.S.B. 8260/69/J.
Inquiry for rail clip. E.S.B. 33938/68/J.
Inquiry for circular saw plates. E.S.B. 8013/69/J.

Bulletin 38/69
*Inquiry for giftware. E.S.B. 6571/69/J.
Inquiry for plastics industry machinery and materials. E.S.B. 8251/69/J.
Inquiry for tractor cab and combine harvester cab components. E.S.B. 8206/69/J.

New mining equipment for Sierra Leone Selection Trust Ltd. was shipped on board the Elder Dempster cargo liner 'Obuasi' (5,895 gross tons) on February 14. The 'Obuasi', on the United Kingdom/West Africa Lines Joint Service, will call at Freetown, Monrovia, Lobito, Luanda, Pointe Noire and Port Gentil. Weighing 28 tons the equipment is the second of five diesel Draglines manufactured by Ruston Bucyrus Ltd., Lincoln and will be used for site clearance and excavation of diamond bearing gravel at the Yengema diamond mine.

CANARAY ISLANDS

Bulletin 34/69
Inquiry for alcoholic beverages; handbags; hangers. E.S.B. 1191/69/J.

Bulletin 35/69
Inquiry for gramophone records and tapes. E.S.B. 7810/69/J.

CEYLON

Bulletin 34/69
Inquiry for leathercloth and pvc manufacturing machinery. E.S.B. 7278/69/J.

CYPRUS

Bulletin 33/69
Agency inquiry for agricultural implements and machinery; fertilizers; iron bars; nailing machinery; pipes and tubes; printing machinery; tractors; tyres; vehicles; wire. E.S.B. 2886/69/J.

DENMARK

Bulletin 34/69
*Agency inquiry for clothing; knitwear. E.S.B. 6923/69/J.
Inquiry for cigarette lighters; confectionery and biscuits; cosmetics and toiletries; perfumery; tobacco; toys; wines and spirits. E.S.B. 4039/69/J.

Bulletin 37/69
*Agency inquiry for cotton cambric. E.S.B. 8003/69/J.
Agency inquiry for sweets. E.S.B. 7926/69/J.
Agency inquiry for shoes. E.S.B. 7925/69/J.

EL SALVADOR

Bulletin 35/69
Inquiry for bus accessories; glass; steel sheet. E.S.B. 7227/69/J.

FINLAND

Bulletin 33/69
Agency inquiry for fire hoses. E.S.B. 6852/69/J.

Bulletin 34/69
Agency inquiry for motors; pumps. E.S.B. 6900/69/J.
Inquiry for tyres and tubes. E.S.B. 5955/69/J.

Bulletin 36/69
Agency inquiry for pump seals. E.S.B. 4019/69/J.

Bulletin 37/69
Agency inquiry for loudspeakers. E.S.B. 7949/69/J.

Bulletin 38/69
Inquiry for polyethylene. E.S.B. 8555/69/J.
Agency inquiry for plastic tubes. E.S.B. 7971/69/J.

FRANCE

Bulletin 33/69
Agency inquiry for office supplies; ribbons; self-adhesive tapes. E.S.B. 6801/69/J.

Bulletin 34/69
Inquiry for adhesive paper. E.S.B. 7288/69/J.
Inquiry for lathe. E.S.B. 4643/69/J.
Agency inquiry for air cushion conveyors; dust extraction equipment; pneumatic conveyors; ventilators. E.S.B. 6572/69/J.
Agency inquiry for machining brass bars; refining brass ingots. E.S.B. 6939/69/J.

Bulletin 35/69
Agency inquiry for duffle coats; pullovers; riding wear; sportswear. E.S.B. 6732/69/J.
Inquiry for brass bars sections and tubes; machine tools. E.S.B. 7830/69/J.

Bulletin 36/69
Agency inquiry for laboratory equipment. E.S.B. 4807/69/J.
Agency inquiry for dish washing machines; heating and cooking appliances; washing machines. E.S.B. 7450/69/J.
Inquiry for port equipment and vessels. E.S.B. 7966/69/J.
Inquiry for barrel zinc plating equipment. E.S.B. 7869/69/J.

Bulletin 37/69
Agency inquiry for furnishing fabrics. E.S.B. 7870/69/J.

GERMANY

Bulletin 33/69
Agency inquiry for clothing. E.S.B. 41528/68/J.
Inquiry for angling equipment and clothing. E.S.B. 7140/69/J.
Market report on carpets. E.S.B. 6147/69/J.

Bulletin 34/69
Agency inquiry for clothing. E.S.B. 6143/69/J.
Agency inquiry for building machinery and equipment. E.S.B. 7145/69/J.
Inquiry for vehicle accessories and novelties. E.S.B. 6746/69/J.
Agency inquiry for footwear. E.S.B. 7162/69/J.
Market report on china and earthenware. E.S.B. 5552/69/J.

Bulletin 35/69
Minor British Week in Vechta. E.S.B. 48391/68/J.
Import opportunity. E.S.B. 1209/G/J.
Agency inquiry for machine tools. E.S.B. 7170/69/J.
Inquiry for rolled iron products. E.S.B. 5108/69/J.
Inquiry for carpet fittings; curtain railings and fittings; do-it-yourself handicraft and hobby articles; interior decoration articles. E.S.B. 1753/69/J.
Agency inquiry for bamboo and basketware; hollows; forks; horse brasses; hearth furniture; mugs and tankards; reproduction furniture; trays and bins; tablemats; warming pans. E.S.B. 48201/69/J.
Agency inquiry for microfilm equipment. E.S.B. 7562/69/J.
Inquiry for aluminium sulphate. E.S.B. 7526/69/J.

Bulletin 36/69
Agency inquiry for metal drums; plastic cannisters and containers. E.S.B. 3799/69/J.
Inquiry for perfumes; toilet requisites. E.S.B. 8205/69/J.
Agency inquiry for wallpaper. E.S.B. 7937/69/J.

Bulletin 37/69
Inquiry for concrete mixers and concrete processing plant; cranes; dumpers; iron sheet. E.S.B. 8088/69/J.
Inquiry for components for the electro-technical industry. E.S.B. 8477/69/J.
Inquiry for yeast. E.S.B. 7601/69/J.
Inquiry for domestic utensils; gadgets; garden furniture; household ware; tools. E.S.B. 8558/69/J.

Bulletin 38/69
Inquiry for photographic supplies. E.S.B. 8092/69/J.

GHANA

Bulletin 34/69
Agency inquiry for clothing; electric appliances and fittings; flavourings; heating and lighting fixtures and fittings; oils; perfumes; sanitary and plumbing fittings and fixtures; tube and pipe fittings. E.S.B. 36051/68/J.

GREECE

Bulletin 37/69
Agency inquiry for piece-goods. E.S.B. 1783/69/J.

GUYANA

Bulletin 36/69
Agency inquiry for anvils and vices; bats and balls; carpets; cisterns; dustbins; refrigeration equipment; welding sets. E.S.B. 6264/69/J.

HONG KONG

Bulletin 35/69
*Inquiry for jute/cotton union fabric. E.S.B. 7230/69/J.
*Agency inquiry for cellulose acetate sheets; zinc oxide. E.S.B. 13014/68/J.

HUNGARY/RUMANIA

Bulletin 37/69
Trade agreement. E.S.B. 1209/G/J.

INDIA

Bulletin 38/69
Inquiry for nickel/monel tubes. E.S.B. 8461/69/J.

IRAQ

Bulletin 34/69
Agency inquiry for bandages; plasters. E.S.B. 530/69/J.

Bulletin 36/69
Agency inquiry for acryl sheets; artificial leather; hand tools; men's suitings; paints. E.S.B. 35475/68/J.

Bulletin 37/69
Agency inquiry for air conditioners; beverage coolers; boilers; cars; cooling towers; marine equipment; traffic sign reflective materials. E.S.B. 559/69/J.

IRISH REPUBLIC

Bulletin 35/69
Inquiry for veterinary medicines. E.S.B. 5300/69/J.

Bulletin 36/69
Agency inquiry for speed gears; transmission pinions and wheels. E.S.B. 4229/69/J.

ISRAEL

Bulletin 34/69
Agency inquiry for office furniture and requisites. E.S.B. 3102/69/J.

Bulletin 35/69
Agency inquiry for lampshade materials; toggle switches. E.S.B. 6938/69/J.
Agency inquiry for mechanics vices. E.S.B. 5872/69/J.

Bulletin 36/69
Agency inquiry for incinerators; laboratory equipment; medical equipment. E.S.B. 5265/69/J.
Inquiry for rayon yarn; tyre cord. E.S.B. 27073/68/J.

Bulletin 37/69
Agency inquiry for clothing and underclothing; fabrics; yarns. E.S.B. 6961/69/J.

Bulletin 38/69
Agency inquiry for hose manufacturing machinery. E.S.B. 7591/69/J.

ITALY

Bulletin 33/69
Inquiry for laminated plastic sheeting. E.S.B. 7182/69/J.
Agency inquiry for smoke cleaners; thermostats; valves. E.S.B. 6599/69/J.
Inquiry for wire. E.S.B. 7184/69/J.
Inquiry for printing inks. E.S.B. 5975/69/J.
Inquiry for winding machines. E.S.B. 7150/69/J.

Bulletin 34/69
Agency inquiry for television delay lines; electronic components. E.S.B. 4667/69/J.
Inquiry for air conditioners; windscreen washers. E.S.B. 7152/69/J.

Bulletin 35/69
Agency inquiry for suitings; textile fabrics. E.S.B. 7187/69/J.
Agency inquiry for coats and capes. E.S.B. 7194/69/J.
Agency inquiry for scientific instruments. E.S.B. 44563/63/J.
Inquiry for films. E.S.B. 3641/69/J.
Agency inquiry for air conditioners; burner ancillary equipment. E.S.B. 7130/69/J.

Bulletin 36/69
Manufacture under licence – anti-corrosive primers. E.S.B. 7483/69/J.
Inquiry for veterinary medical materials. E.S.B. 7642/69/J.
Inquiry for cranes and components. E.S.B. 8012/69/J.
Inquiry for air pollution control. E.S.B. 8015/69/J.
Agency inquiry for educational aids. E.S.B. 7973/69/J.

Bulletin 37/69
Inquiry for electronic components; measuring instruments. E.S.B. 7908/69/J.

Bulletin 38/69
Agency inquiry for clamps. E.S.B. 6332/69/J.
Inquiry for data processing equipment; laboratory equipment. E.S.B. 7974/69/J.
Agency inquiry for airfoam plants and systems. E.S.B. 8070/69/J.

JAMAICA

Bulletin 36/69
Inquiry for industrial pharmaceutical equipment. E.S.B. 7641/69/J.

JAPAN

Bulletin 38/69
Inquiry for carpets and rugs. E.S.B. 8421/69/J.

JORDAN

Bulletin 38/69
Inquiry for weaving looms; welding machine. E.S.B. 8529/69/J.

KENYA

Bulletin 33/69
*Inquiry for metal frame manufacturing machinery. E.S.B. 43941/68/J.

LEBANON

Bulletin 34/69
Agency inquiry for pharmaceuticals; surgical gloves and dressings; syringes. E.S.B. 6677/69/J.

LIBERIA

Bulletin 38/69
Inquiry for fire fighting equipment; power tools. E.S.B. 8491/69/J.

LIBYA

Bulletin 35/69
Inquiry for footwear; men's and women's clothing. E.S.B. 6507/69/J.
Inquiry for fans; floor tiles; glass bricks; gulley traps and covers; shutters; ventilation ducts; systems; window fittings. E.S.B. 48766/68/J.

Bulletin 37/69
Inquiry for electric fittings; glue; kitchen ware; paint; tools. E.S.B. 7610/69/J.

MALAWI

Bulletin 36/69
Inquiry for belt and strap manufacturing machinery; luggage manufacturing machinery. E.S.B. 44260/68/J.

Bulletin 38/69
Inquiry for cutlery. E.S.B. 8259/69/J.

MALAYSIA

Bulletin 35/69
Agency inquiry for clothing. E.S.B. 7295/69/J.
Inquiry for building materials; engineering supplies; mining and quarrying equipment. E.S.B. 5596/69/J.

Bulletin 36/69
Agency inquiry for coke; gum powder; fertilizers. E.S.B. 31476/68/J.
Inquiry for foodstuffs; patent medicines. E.S.B. 7250/69/J.

Bulletin 37/69
Inquiry for footwear and leather. E.S.B. 6533/69/J.

MALAYSIA/SINGAPORE

Bulletin 34/69
Agency inquiry for hi-fi amplifiers. E.S.B. 7274/69/J.

MALTA

Bulletin 37/69
Agency inquiry for fents; leather; linen cloth and thread; solder; viscose yarn. E.S.B. 5925/69/J.

MEXICO

Bulletin 34/69
Inquiry for etching plates. E.S.B. 7456/69/J.

Bulletin 36/69
Agency inquiry for transmission towers. E.S.B. 4062/69/J.

MOROCCO

Bulletin 36/69
Inquiry for chemicals. E.S.B. 7441/69/J.

Bulletin 37/69
Inquiry for reversible ploughs. E.S.B. 2828/69/J.
Inquiry for pallets for citrus food. E.S.B. 44554/68/J.

MOZAMBIQUE

Bulletin 35/69
Agency inquiry for chemicals; pharmaceuticals. E.S.B. 6625/69/J.

MUSCAT & OMAN

Bulletin 35/69
Inquiry for outboard motors. E.S.B. 6854/69/J.

Bulletin 38/69
Inquiry for blankets; carpets. E.S.B. 7998/69/J.

NETHERLANDS

Bulletin 33/69
Agency inquiry for disposable hospital goods. E.S.B. 38203/68/J.

NEW ZEALAND

Bulletin 35/69
Inquiry for insulating gauges. E.S.B. 7596/69/J.

Bulletin 38/69
Inquiry for fish filleting machinery. E.S.B. 8557/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

NORTH AMERICA

Bulletin 37/69
Store buyers visit London. E.S.B. 4415/69/J.

NORWAY

Bulletin 38/69
Agency inquiry for woollen and synthetic fabrics. E.S.B. 7802/69/J.

PAKISTAN

Bulletin 38/69
Agency inquiry for letter presses; offset presses; newspaper rotaries; printing inks; sheet-fed rotaries. E.S.B. 7902/69/J.

PORTUGAL

Bulletin 37/69
Agency inquiry for knitting yarns and needles. E.S.B. 48541/68/J.

SAUDI ARABIA

Bulletin 35/69
Inquiry for ladders. E.S.B. 5959/69/J.

Bulletin 38/69
Inquiry for lamps. E.S.B. 8096/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 33/69
Inquiry for glucose, maltose and yeast manufacturing plant. E.S.B. 2603/69/J.
Agency inquiry for furnishing fabrics; shirtings; suitings. E.S.B. 1489/69/J.

SOUTH AFRICA

Bulletin 34/69
Inquiry for computer plotter chart papers. E.S.B. 6866/69/J.

Bulletin 35/69
Inquiry for trolleys. E.S.B. 7147/69/J.

SPAIN

Bulletin 33/69
Inquiry for china and porcelain; fancy goods; glassware; hardware; clothing toys. E.S.B. 7201/69/J.

Bulletin 34/69
Inquiry for iron and steel products. E.S.B. 6860/69/J.

Bulletin 35/69
Inquiry for car washing tunnels. E.S.B. 7190/69/J.

Bulletin 37/69
Presentation of documents. E.S.B. 1209/G/J.

SWEDEN

Bulletin 33/69
Inquiry for china, glass and metal-ware; clocks and watches; cutlery; household textiles. E.S.B. 7145/69/J.

Bulletin 34/69
Agency inquiry for road construction plant. E.S.B. 6896/69/J.
Agency inquiry for cable; microwave connectors;; radio frequency instruments. E.S.B. 7129/69/J.
Agency inquiry for walking sticks. E.S.B. 6925/69/J.
Agency inquiry for cosmetics; druggists sundries; tinned foodstuffs. E.S.B. 978/69/J.
Inquiry for slacks and trousers. E.S.B. 6639/69/J.

Bulletin 36/69
Agency inquiry for non-ferrous bars, tubes, sheet and strip; steel sheet and strip. E.S.B. 7621/69/J.
Inquiry for health foods. E.S.B. 7939/69/J.

Bulletin 38/69
Agency inquiry for car mufflers; steel shot. E.S.B. 7191/69/J.

SWITZERLAND

Bulletin 33/69
Inquiry for bed linen; carpets; hand towels. E.S.B. 5073/69/J.

Bulletin 34/69
Inquiry for cardboard. E.S.B. 6372/69/J.
Inquiry for cable racks/channels and accessories; control panels; copper cables. E.S.B. 6805/69/J.
Agency inquiry for raincoats. E.S.B. 6718/69/J.

Bulletin 35/69
Inquiry for jackets; knitwear; shirts. E.S.B. 1177/69/J.

Bulletin 36/69
Agency inquiry for clothing; sportwear; sweets. E.S.B. 7148/69/J.

Bulletin 37/69
Agency inquiry for face shields; hair adornments; overalls. E.S.B. 7566/69/J.
Inquiry for china clay; industrial chemicals; semi-manufactured metals. E.S.B. 6903/69/J.
Agency inquiry for reproduction easy chairs. E.S.B. 7443/69/J.

Bulletin 38/69
Agency inquiry for bathroom appliances; sink units; trolleys. E.S.B. 5960/69/J.
Inquiry for steel. E.S.B. 8240/69/J.

TRINIDAD/TOBAGO

Bulletin 35/69
Inquiry for air conditioning equipment; brass fittings; copper tubing and fittings. E.S.B. 7123/69/J.
Inquiry for refrigerator shelves. E.S.B. 4505/69/J.

Bulletin 36/69
Agency inquiry for plastic housewares. E.S.B. 47863/68/J.
Agency inquiry for paint brushes. E.S.B. 7529/69/J.

Bulletin 38/69
Inquiry for ram pumps. E.S.B. 8026/69/J.

TURKEY

Bulletin 34/69
Inquiry for bone processing plant. E.S.B. 658/69/J.

Bulletin 36/69
Joint venture – television receivers. E.S.B. 525/69/J.

UGANDA

Bulletin 36/69
Inquiry for ammonium chloride; iron. E.S.B. 7976/69/J.

Bulletin 37/69
Agency inquiry for domestic electrical appliances; electric cable; electric motors and starters; electric wire accessories and fittings; lamps and shades; light fittings; switchgear. E.S.B. 5705/69/J.
Agency arrangements. E.S.B. 2011/G/J.

UNITED STATES OF AMERICA

Bulletin 34/69
Inquiry for shelf brackets. E.S.B. 1534/69/J.
Inquiry for industrial gloves. E.S.B. 7416/69/J.

Bulletin 35/69
Agency inquiry for electrical measuring and controlling instruments; liquid or gas measuring instruments. E.S.B. 7442/69/J.
2s. Inquiry for forged steel end plates. E.S.B. 1277/69/J.

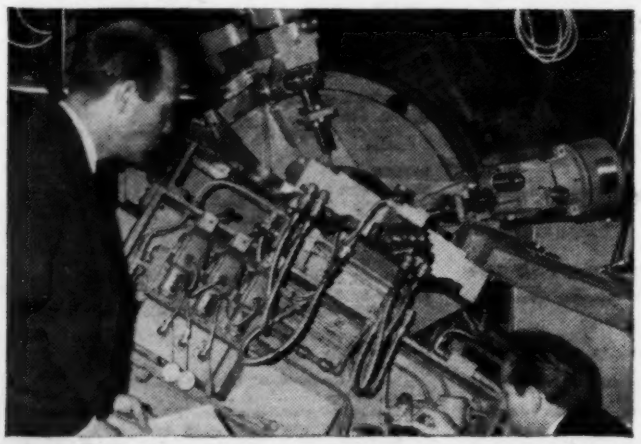
Bulletin 36/69
Inquiry for candy bars; cigarette lighters. E.S.B. 38586/68/J.
Agency inquiry for dinner ware; electrical appliances; sports goods. E.S.B. 6520/69/J.

VENEZUELA

Bulletin 35/69
Agency inquiry for babies' soothers. E.S.B. 7466/69/J.

YUGOSLAVIA

Bulletin 36/69
Agency inquiry for bread packing machinery; garage service equipment. E.S.B. 7424/69/J.



An automatic multi-head drilling and countersinking machine, part of a machining line for plain bearings, being inspected by two Russian engineers at the Kilmarnock, Scotland, factory of the Glacier Metal Company before being shipped to the USSR. The line is part of a contract for plant and equipment placed by Russia with Glacier. The machining lines will produce bearings for cars to be manufactured at Gorki. In the past five years Glacier have received orders for plant and equipment valued at over £10 million from Eastern European countries.

A secondary reformer nears the final stage in a series of stringent tests. The vessel, fabricated from Ducol W30A steel, in the Wolverhampton factory of Thompson Horseley, a division of the John Thompson Group, has a 12 ft. 6 in. internal diameter, is 4 in. thick, and has an overall length of nearly 50 ft. Destined for Cuba, the reformer will be incorporated into a fertilizer plant due to be commissioned in 1970.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 554 *of the February* 21 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Toy manufacturer on world-sales drive

MR. CHARLES NEUFELD, managing director, of Neufeld Ltd., toy manufacturers of Ashford, Middlesex, has left on a world tour which began in Germany. From there he will go to New York to address a sales conference for his American associates – Lakeside Toys. This will be followed by a visit to the Montreal Toy Fair where he will show his Bendy Toys for the first time to consolidate this ever-increasing market.

From Montreal Mr. Neufeld will leave for Sydney for the Australian Toy Fair where he hopes to improve his existing distribution arrangements. The next stop will be Hong Kong after which he will return to London via India where he will explore the possibility of a licensing arrangement.

Three-continent tour

A FIVE-WEEK, three-continent sales and fact-finding tour is being made by Mr. J. H. L. Berlandina, managing director of Bewax Products Ltd., from March 15. He will visit existing and prospective customers in Philadelphia, Louisville and Los Angeles, in the United States, Sydney and Melbourne in Australia, and in Singapore and Hong Kong.

He plans to appoint agents for Bewax Products in various territories and is having discussions with an Australian firm concerning manufacture of certain Bewax products under licence.

Far-eastern visit

MR. J. E. C. BAILEY, a director of Tarmac Derby Limited and chairman of the Baird & Tatlock Group of Companies, is making a tour of the agents and branches in Tehran, Bombay, Colombo, Bangkok, Singapore, Hong Kong, Manila, Sydney and Melbourne.

African tour

MR. H. E. R. KINGSBURY and Lady Patricia Kingsbury, joint managing directors of Electrolube Ltd., are visiting Africa to promote exports of the company's range of electrical contact lubricants and freezer.

Six-week sale drive in the United States and Japan

Two AP Group directors are due to make a 20,000-mile sales tour, to promote sales of the firm's four-speed AP automatic transmission in the United States and Japan. Mr. John Panks, group marketing and sales director, will spend three weeks in the United States studying the market for 'small car' auto transmissions before going on to Japan where he will be joined by Mr. Charles Grandfield, director and general manager of the firm's automatic transmission division at Leamington Spa, Warwickshire.

Together they will visit Japanese vehicle manufacturers to promote the sale of the 'in-line' Mark III automatic transmission for 1¼-2¼-litre cars and also assess the market for further sales development of other components – brakes, clutches, steering and suspension joints.

Sales drive in South Africa and Australia

MR. GRAHAM ALLEN, sales director of the Glacier Metal Company of Alperton, Middlesex, who recently returned from a three-week sales drive in the United States, has now left on a similar mission to South Africa, Australia and India. During his South African visit, Mr. Allen will visit Glacier Bearings (Pty.) Ltd., in Durban and will see Glacier's representative in Melbourne when he arrives in Australia the following week. He will spend two days at Glacier's Indian licensee, Kirloskar Oil Engines Ltd., of Poona on the return trip to Britain.

Visit to Antipodes

AN INTENSIVE sales tour of Australia and New Zealand is being made by Mr. K. J. Ross, managing director of Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69 Scotch whisky, where he will discuss sales policies with Sanderson's distributors and also call upon major sales outlets and the company's advertising agents.

Six months sales tour of Germany

MR. HANS WESSEL, sales engineer, for the Connector Division of Ultra Electronics (Components) Ltd. is on a six-month sales tour of West Germany. The object is to secure a stronger market for UECL connectors and components in the rapidly expanding German electronics industry. Since the trip was projected, German import tariffs have been lowered to favour British products, and it is now anticipated that more immediate benefits will accrue.

Mr. Wessel will work in close collaboration with UECL's agents in Germany, Vero GmbH.

Latin American visit

A FOUR WEEKS sales tour of Latin America is being undertaken by Mr. J. F. Hall-Craggs, managing director of Plenty International, the international marketing organization for the Plenty group of companies. He is due to complete marketing arrangements for the continent in association with Hero Hidroelectrica Industria e Commercio, SA, of Sao Paulo, Brazil, fluid-handling equipment manufacturers in whom Plenty's bought a controlling interest early last year.

He will visit Paraguay, Uruguay, Brazil, Chile and the Argentine. Hero's Latin American sales organization is used for fluid-handling equipment complementary to the standard Plenty/Mirrlees range of pumps, mixers and filters.

100 man-weeks abroad

THE Hydrovane Compressor Company Limited achieved a 30 per cent increase in exports during 1968 – for the second year running. Mr. John F. James, general manager of the company said: 'The real basis of this success has been team work between our overseas sales personnel and our distributors. Over 100 man-weeks have been spent abroad in 1968 and we are now supporting our distributors' marketing efforts more strongly than ever before'.

Visit to Australian subsidiary

MR. A. G. HOWE, chairman and managing director of the Steel Group Limited, and chairman of its principal subsidiary, the British Crane and Excavator Corporation Limited, has left to visit one of the Group's overseas manufacturing companies – Coles Cranes Limited, Sydney, Australia. During the course of his tour, which will last approximately three weeks, Mr. Howe will discuss with local company directors, distributors and principal customers both in the Government and private industry sectors, ways of further increasing the sale and sales support of the company's products in Australia where there is already an established market.

AEA official visits Abidjan

MR. E. C. LANNING, export secretary of the Agricultural Engineers Association, has left to visit Abidjan to represent the interests of the agricultural machinery industry. The visit follows an announcement that the Ministry of Overseas Development has offered a grant of £40,000 to the Ivory Coast tied to the purchase of agricultural equipment.

The equipment will shortly be handed over to the Ivory Coast government agency concerned with co-operative farms for which it is intended.

Mr. Lanning will also be visiting Dakar, Senegal to discuss market opportunities in that country with the British Embassy.

World sales tour

THE export sales manager of A. Schrader's Son, division of Scovill Manufacturing Company, of Birmingham, Mr. Arthur Woolf, has left on a world sales tour. Among the countries included in his itinerary are: Switzerland, Greece, Turkey, Cyprus, Israel, Pakistan, Thailand, Malaya, Singapore, Hong Kong, Japan, Philippines, the United States, Ecuador, Colombia and Venezuela.

Mr. Woolf's visits are to spearhead a drive to expand the sales of all the company's automotive products. A number of new product lines bearing on tyre safety and performance are considered to have big sales potential in overseas markets. The Birmingham factory exports direct to more than 80 countries.

Middle and Far East tour

MR. PETER E. M. WARDEN, export manager for Yorkshire Switchgear and Engineering Co. Ltd., of Meanwood, Leeds, is on a month's sales tour of Singapore, Pakistan, Bahrain and Iraq, where he will introduce the firm's latest product – a ring main unit for use in electrical distribution systems.

This unit, known as the 'Tyke,' went into full production last month. Mr. Warden will be seeking to sell the whole range of the firm's switchgear for indoor and outdoor use, and he will take with him sets of slides illustrating the company's products and processes. He will be having talks with the firm's agents, existing and potential customers, and with government officials and executives of private firms connected with electrical distribution systems and electrical undertakings.

Sales tour

MR. D. F. HAYDON, of Baird & Tatlock (London) Limited, is making a sales tour of Trinidad, Venezuela and Lisbon, before going on to the British Industrial Fair, at Sao Paulo where his company are exhibiting.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Record sales

Solartron have announced that orders for over £100,000 for digital voltmeters were received in the last three weeks of 1968. This brought total sales for the year for this product to over £1 million. The company's delivery forecasts for digital voltmeters and data logging products exceed £2 million for 1969 – a half of which will be in export markets.

Sales to 100 markets

Exports by Vono Limited, the Tipton bedding and upholstery manufacturers to some 100 different markets, amounted to 15 per cent of their total turnover during the past year. Recent achievements include a £40,000 order from the Middle East.

More Jetstream aircraft sold

An order for five Handley Page Jetstream twin turbo-prop transports, with an option to purchase a further quantity, has been placed by Forrester Stephen Pty. Ltd. for Australian and south east Asian operators. Valued at £1.25 million, this contract brings total world-wide orders of civil and military Jetstreams to 181 worth over £41 million.

Airfield lighting contract

The Atlas Airfield Lighting Division (Thorn Group) is to supply 10 complete Thornray visual approach slope indicator systems (total value £57,000) to Empresa Colombiana de Aerodromos – the State Aviation Authority in Colombia.

This contract follows one recently received from Avianca Colombian National Airlines for two complete VASI systems valued at £10,000. The Thornray visual approach slope indicator system is based upon equipment designed and developed at the Royal Aircraft Establishment, Farnborough.

Record for James Neill

Exports by James Neill and Company (Sheffield) Limited exceeded £2 million in 1968 for the first time and represented 48 per cent of the company's total sales of hacksaws, hand, precision and magnetic tools to over 120 countries. Executives of the company have spent 412 days abroad and visited 33 different countries.

Equipment for Eurocontrol training centre

The radar simulation and data handling system Instilux for Eurocontrol's Institute of Air Navigation Services at Luxembourg, is to be supplied by Elliott Space and Weapon Automation Limited under a contract worth more than £500,000. Instilux will provide standardized training in air traffic control procedures for controllers from all Eurocontrol member countries and will simulate many types of radar systems from basic primary radar with manual secondary radar to fully automated systems with synthetic displays. The Instilux installation will also provide facilities for training Eurocontrol personnel in programming.

Transformer order

Bruce Peebles Ltd. of Edinburgh have secured an order for five generator transformers for the Yallourn 'W' power station of the State Electricity Commission of Victoria, Australia.

LORD BROWN PRAISES FIRM'S EXPORT ACHIEVEMENT

RECOGNITION of the efforts to increase exports was received from Lord Brown, Minister of State, Board of Trade, at the recent Jeyes Group Ltd's annual sales conference.

Lord Brown wrote: *'My congratulations to all concerned on their efforts in achieving an increase of almost 50 per cent in exports in the past year. I appreciate that competition abroad against your product range is considerable: in the face of this your achievement is encouraging and I hope you will be spurred on by it in your efforts in 1969.'*

Repeat order

Rose, Downs and Thompson Limited, Hull (member of the Davy-Ashmore Group), manufacturers of vegetable oil milling and processing equipment have secured a repeat order from the Natal Oil and Soap Industries (Pty.) Ltd. for equipment to press groundnuts and sunflowerseed.

Algerian contract

Constructors John Brown Limited have been awarded a contract for the engineering, design, material procurement and the management of additional facilities to the six pumping stations on the existing crude oil pipeline running from Haoud el Hamra to Arzew by Sonatrach, the Algerian national oil undertaking. The installed capital cost of the work will be approximately £1½ million.

Exports up by 40 per cent

Export sales of Carreras cigarette brands, which include Craven King Size Filter, Piccadilly Filter de Luxe and Guards King Size Filter, were up a little over 40 per cent in the half-year ending December 1968 compared with the same period of 1967.

New market

Orders worth more than £120,000 have been announced by F. E. Weatherill Ltd., of Welwyn Garden City, the hydraulic loading manufacturers, who report that they have broken into the Taiwan market for the first time. Largest single order was from Greece for 10 four-wheel-drive loading shovels.

£30 million contract

British Smelter Constructions have signed a contract for the construction of the £30 million Aluminium Bahrain smelter. Materials and equipment for building the plant, already under construction on the island of Bahrain, are being shipped from Britain.

Furnaces for Poland

Wild Barfield Limited, Watford (a member of the Parkinson Cowan Group) have received an order from the Polish Government buying agency Elektrim, for a battery of electrically-heated sealed quench furnaces.

Kuwait order switchboards

South Wales Switchgear Limited of Blackwood, Monmouthshire, has received a further order, worth £75,000 from Kuwait's Ministry of Electricity and Water. The new order covers 45 switchboards of 11kV rating. The firm is a member of the Aberdare Holdings Group of companies.

Table tennis for Libya

Nissen Trampoline Co. Ltd. have secured an order for 100 'tuck-away' table tennis tables for use by the Libyan Education Ministry. The table can be folded away in four seconds.

Fife winkles aid exports

Twice weekly, one of the Thorensen Car Ferries Ltd. ships sailing from Southampton to France carries an intriguing cargo – winkles. The company which has discovered this unusual export opportunity is John Burgon & Sons (Export) Ltd., Eyemouth, Scotland. Every week the firm exports 10 tons of these shell fish for French gourmets.

Said Mr. John Burgon, a director of the company, 'We gather the winkles around the Fife coast, bag them and transport them alive to Southampton by road, then on to Cherbourg where they are taken to Brittany, unloaded and stored in special tanks ready for distribution throughout France.'

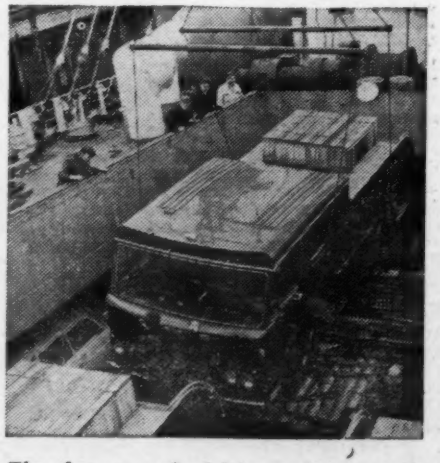
Zoom lenses for Sweden's colour TV

Orders totalling more than £100,000 have been won by two divisions of Rank Precision Industries Ltd. Broadcast division has an order from Sweden for £50,000-worth of Taylor Hobson Varotal television zoom lenses to be used by the Swedish Broadcasting Corporation for experimental broadcasting in preparation for their first colour television transmissions. This is in addition to an earlier order for Tele-cine equipment worth £230,000.

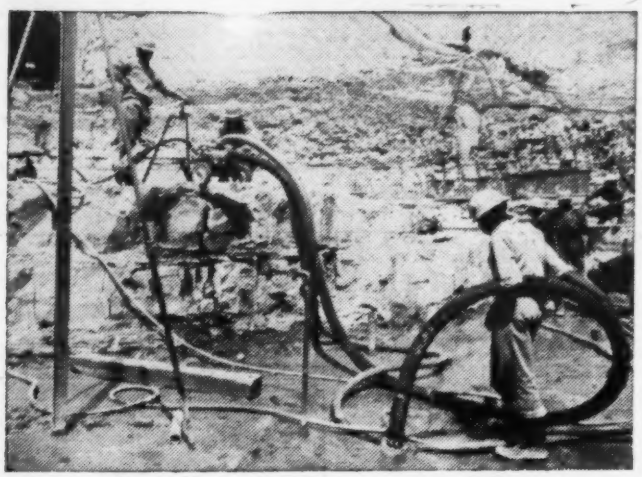
The company's Metrology division has sold £56,000-worth of precision surface finish measuring equipment in the United States. This equipment will be used in the United State's automobile, aircraft and space research industries.

Canadian order

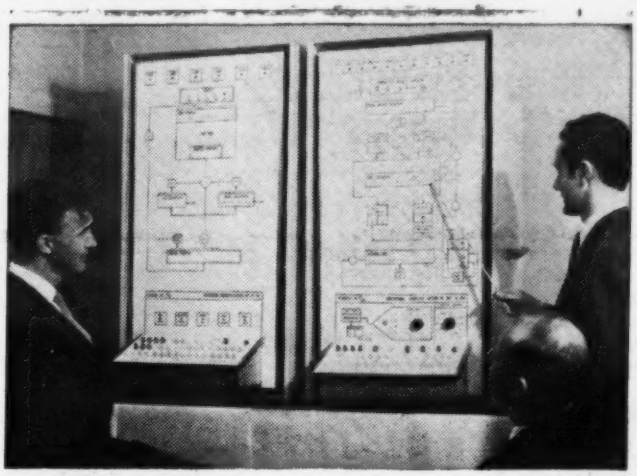
A repeat order has been won by Hancock & Company (Engineers) Limited of Slough, for a ratio oxy-cutting machine known as the Duplex Han-co-sine. The machine was ordered by Union Carbide Canada and is to be installed at Marine Industries, Quebec, where a similar Hancock oxy-cutter has been in use since 1966.



The first new fire-fighting vehicles to be ordered by the Imperial Iranian Naval Department for nearly 25 years and designed and manufactured by Dennis Brothers Ltd. of Guildford, Surrey, seen loaded aboard the 'City of Colombo'.



William R. Selwood Ltd., of Chandler's Ford, Hants, have supplied Spate induced flow pumps for the Orange Fish River Tunnel contract in South Africa. The contract involves the excavation of a tunnel 27 ft. in diameter and over 50 miles long, which will supply water to the southern part of the Orange Free State and to the northern border of Cape Province. The Spate pumps are being used to remove the water introduced into the drilling operation for dust suppression and easy flushing of the abrasive particles. They were specially fitted with air motors for underground operation.



The Budapest Institute of Science and Technology, in Hungary, has bought a complete Feedback equipment together with a Teletype ASR 33 from Feedback Ltd. The value of this order, the first obtained for this equipment by Feedback in Eastern Europe, is almost £4,000. Before delivery to the Budapest Institute, the equipment was shown at the Data-Loop Limited private exhibition in Budapest, where it created a great deal of interest as a full-scale programmable machine for education purposes. The Institute already uses several Feedback instructional servo equipments.

Baghdad sewerage contract

The Republic of Iraq Directorate General of the Sewerage Board Baghdad Main Drainage has awarded SIKA Contracts Ltd., of Banstead, Surrey, a £67,000 contract for the provision of anti-corrosive linings to the new East Bank trunk sewers in Baghdad.

Machinery for Yugoslavia

A £50,000 agreement to supply machinery to Yugoslavia for the production of staves for concrete silos has been signed by Colman and Co. (Agricultural) Ltd., of Sudbury, Suffolk. Announcing the agreement Mr. John E. Colman, managing director of Colman and Co., said: 'It includes a 10-year "know-how" agreement whereby we will educate the Yugoslavs in concrete silo production. The silos will be for agricultural and industrial use and we will provide a technical man to stay in Yugoslavia for three months to operate the plant and to train the labour force in making silo staves'.

Power tanker for Thailand

A £70,000 order for two marine propulsion diesel engines to power an oil tanker in Thailand has been won by the Ruston Engine Division of English Electric Diesels Limited. The tanker, owned by the Thai Petroleum Transports Company of Bangkok, will be built by Caledon Shipbuilding and Engineering Company, Dundee, to the design and under the supervision of Shell International Marine, London.

Pumps for oil tankers

Pumps for installation in seven 200,000-ton oil tankers under construction in Sweden have been ordered from G. and J. Weir Ltd. of Cathcart, Glasgow, by Aktiebolaget Gotaverken Shipbuilding Company of Gothenburg. The order, which is for 14 turbine-driven boiler feed pumps of the TWL type, is valued at over £100,000 and brings the total number of these pumps ordered since their introduction to over 300, with a value of over £2 million. In 1968 pumps with a total value of nearly £750,000, were ordered by constructors in the United Kingdom, South Africa, Japan, Sweden and India.

Generating sets for Libya

To meet the demand for electricity when local power station machinery is being overhauled, the Public Works Department, Benghazi, Libya, is having two mobile trailer-mounted 460 kW generating sets built by Blackstone and Company Limited, Stamford.

Hospitals for Abu Dhabi

Coseley Buildings Ltd., of Wolverhampton, have received an order – their largest since their formation 20 years ago – for the supply of emergency hospitals for the Government of Abu Dhabi. The order is worth £1,650,000.

Marine radar for the United States

Shown for the first time at the New York Boat Show, the Plessey MR 12 marine radar – designed especially for the North American yacht market – has already won advance orders for 1,000 equipments worth more than $2.7 million.

Mechanized warehousing systems

The last consignment of equipment for a mechanized warehouse installation for Authi, the Spanish manufacturer of BMC cars, has left the Stevenage works of Geo. W. King Ltd., a TI company, en route for Pamplona, Northern Spain. Valued at more than £65,000, the computer-card operating King-Triax equipment will automatically store up to 5,000 stillages containing car assembly components, and will be able to handle 50 stillages per hour.

Parking meters for Kenya

In the face of strong Swedish and West German competition, an order for parking meters worth more than £18,000 has been placed with Venner Limited by the Nairobi City Council. The meters are due for installation during February.

Valves for South America

Pinch valves for controlling abrasive and corrosive slurries and chemicals in mining plant, chemical plant and oil refineries are now to be marketed in South America by Warren-Morrison Valves Ltd., Northam, Southampton. The valves, which are made in ½ inch to 14 inch bore sizes, consist essentially of a flexible and easily replaceable rubber or synthetic tube, a means of pinching this tube to prevent or control the flow through it, and the valve body.

Pumps for Sweden and Spain

Hayward Tyler and Company Limited, of Luton, a member of Stone-Platt Industries, has received export orders totalling £379,000. The largest single order is for six 1150 h.p. glandless circulating pumps handling demineralized water for the Ringhals Nuclear Power Station to be constructed in Sweden by ASEA (Allmana Svenska Elektriska Aktiebolaget). The company is currently delivering four similar pumps to ASEA for Oskarshamn Nuclear Power Station and a second order is for three 550 h.p. glandless circulating pumps for boiler installations at Puertollano Power Station, Spain. The third order is from ASEA of Sweden for a prototype nuclear pump of advanced design.

Four million grease nipples

Kingfisher (Lubrication) Ltd., of Leeds, has received a 50,000 dollar order from North America for four million grease nipples. Shipment is to be made in two parts in February and May. The order results from a visit made by Mr. A. K. Fisher, chairman and managing director to North America as a member of the EIA mission during the latter part of 1968.

Contracts for Trinidad and Hong Kong

Paterson Candy International Ltd., of London, announce contracts from the Water and Sewerage Authority, Trinidad, for the Cap-de-Ville treatment plant for two vertical iron moving air scoured pressure filters, and from the Crown Agents for Oversea Governments and Administrations for the Shah Tin treatment plant, Hong Kong, for equipment and services for uprating the existing plant. Value of the contracts are £4,860 and £22,380 respectively.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SWITZERLAND

Special rates of duty for certain commodities

THE SWISS Federal Department of Finance and Customs issued an order, effective from January 1, 1969, which makes certain amendments to the special rates of duties on the commodities listed below, when they are imported for the purpose specified.

1. (a) The duty reduction applicable to balls of iron or steel, falling under tariff heading 73.40.92 used for polishing, or as pulverizers for colour grinders, etc. shall be extended to cover tariff heading 73.40.99,

(b) The duty reduction applicable to boxes and cases for yarns, of aluminium, falling under tariff heading 76.10 12/14 and used as accessories for textile machinery, shall now apply instead of tariff heading 76.16.30.

2. The duty reduction applicable to the following goods and uses, which came into force on January 1, 1968 (published in the *Board of Trade Journal* on February 23, 1968) are further reduced from January 1, 1969, as follows:

Tariff No.	Goods	Use	Reduced rate in Fr. per 100 kg. gross
3901.10	'*Desmophen* 2200,' a clear yellow liquid made up of a branched polyester (alkyd resin) with a base of adipic acid, digol and a triol	Manufacture of spongy plastic material	2·40
4701.34	*Cellulose*, bleached	Manufacture of thin sheets of viscose	0·80
5603.10/50	*Waste of man-made textile fibres*, mixed with cotton etc., where the content of man-made fibre is greater by weight: Unbleached, even in the forms of multicoloured mixtures or of mixtures of bleached and dyed waste	Manufacture of industrial cleaning waste	1·30
	Uniformly bleached or dyed		2·60
(*)	*Articles of iron or steel* (semi-manufactures, railway and tramway construction material, parts of structures machines and their parts, vehicles and their parts, etc.), not broken up (*) Goods imported at the r under heading No. 7303.20	Pig iron and cast iron reduced rate shall be declared	0·08
8406.10	*Internal combustion piston engines*	For walking tractors of heading No. 8701.10	36·20
8406.10	*Cylinder blocks*, whether or not with casing, *cylinder heads* and *pistons*, including those with rods and piston rings fitted	Engines for walking tractors of heading No. 8701.10	36·20
8707.20	*Gear boxes and other variable speed gears, clutches, differentials, driving axles, rear axles*	For mechanically propelled works trucks of heading No. 8707.10	72·0
8707.20	*Wheels* and parts of wheels, *rims* and parts of rims, surface treated, *hubs, brakes* and parts of brakes (except compressed air chambers for pneumatic brakes)	For mechanically propelled works trucks of heading No. 8707.10	72·0
8714.80	*Steering wheels and other parts for steering* gear and clutch *levers, radiators, fuel tanks*	For machinery and mechanical appliances of all types set out in Chapter 84	40·0
8803.01	*Parts of all types*, worked for mechanically propelled aircraft	For aircraft belonging to public transport enterprises	8·0

Note, – 8803.1:
This reduction does not apply to the following goods: small articles for fitting out such as screws, bolts, nuts, rivets, etc., where these articles do not constitute accessories of worked parts and are not imported at the same time as the latter; articles of furniture and fittings, for general use, such as crockery, linen, blankets, carpets of textile materials, curtains, fire extinguishers, etc.; tools.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Amendments to the monopoly duty

THE SWISS Federal Council has issued an order increasing the monopoly duties on alcohol and products containing alcohol. The new rates, which came into force on January 1, 1969 are as follows:

Ordinary monopoly duty

The ordinary monopoly duties payable on imports of brandy and other products containing alcohol intended for consumption (such as bitters, liqueurs, vermouth, mistelles, wine specialities, sweet wines and other similar beverages, essences, extracts, balsams, tinctures, fruit liqueurs, fruits juices and berry juices, sweets, chocolates, confectionery products, fruit and fruit peel preserved by alcohol) shall be as follows per 100 kg. gross weight:

	Francs
a. For products with an alcoholic content of less than 20% by volume:	
for consignments of 50 kg. gross weight and above	330
for consignments below 50 kg. gross weight	410
b. For products with an alcoholic content from 20 to 75% by volume:	
for consignments of 50 kg. gross weight and above	1,400
for consignments below 50 kg. gross weight	1,750
c. For products with an alcoholic content exceeding 75% by volume, in addition to the duty specified under letter b, a supplementary duty shall be levied for each additional degree of:	
for consignments of 50 kg. gross weight and above	24
for consigments below 50 kg. gross weight	30

Fruit juices and berry juices with an alcoholic content not exceeding 4.5 per cent by volume shall be exempt from the monopoly duty provided that they are not intended for distilling. If the alcoholic content exceeds 4.5 per cent by volume but is less than 10 per cent by volume, a monopoly duty per degree and 100 kg. gross shall be levied of:

	Francs
for consignments of 50 kg. gross weight and above	14
for consignments below 50 kg. gross weight	17·50

Increased monopoly duty

An increased monopoly duty shall be levied at importation on whisky, gin, vodka, rum and other spirts made from cereals, potatoes, molasses or sugar and on wine brandy (including cognac and armagnac) in place of the ordinary monopoly duty. The increased monopoly duty shall be as follows per 100 kg. gross weight:

	Francs
a. For products with an alcoholic content below 20% by volume:	
for consignments of 50 kg. gross weight and above	470
for consignments below 50 kg. gross weight	585
b. For products with an alcoholic content from 20 to 75% by volume:	
for consignments of 50 kg. gross weight and above	2,000
for consignments below 50 kg. gross weight	2,500
c. For products with an alcoholic content exceeding 75% by volume, in addition to the duty specified under letter b, a supplementary duty shall be levied for each addition degree of :	
for consignments of 50 kg. gross weight and above	33
for consignments below 50 kg. gross weight	41

The increased monopoly duty shall also apply to blends and mixtures of the spirits designated in paragraph 1 with other such spirits or with other distilled beverages.

Special monopoly duty

The special rates of duty which are levied on certain beverages, when imported in bottles in quantities of 50 kg. gross weight or more, ready for consumption (published in the *Board of Trade Journal*, dated November 11, 1967) will now be levied at the following rates:

	Swiss francs per litre
(i) Whisky	31·00
(ii) Gin, Aquavit	25·50
(iii) Specified liqueurs and bitters (see below)	18·00

The liqueurs included under (iii) above are as follows: Bestle Solbaerrom, Cherry Bestle, Cherry Brandy, Cherry Heering, Cloc Brun, Cloc Orange, Drambuie, Gallspracker, Kräuterlikör, Karpi, Lakka, Suomuurain, Marillen-Likör, Mesemarja, Polar, Ribisel-Likör, Swedish Punch et Vadelma. The bitters are: Arzberger, Mariazeller Kräuterbitter, Gammel Dansk Bitter Dram, Gross-Glockner Alpenbitter, and Janus Koesters Bitters.

There is no change in the conditions under which the special monopoly duty is payable.

Products containing alcohol

Pharmaceutical products, perfumery and cosmetics and other products containing alcohol or manufactured with alcohol but not suitable for consumption, for which it would be necessary to use dutiable alcohol if they were manufactured in Switzerland, shall be liable at importation to the following monopoly duties per 100 kg. gross:

	Francs
a. Products containing less than 20% by volume of alcohol	70
b. Products containing from 20 to 75% by volume of alcohol	300
c. Products containing more than 75% by volume of alcohol	400

The order also increases the monopoly duties on fruits and berries and their juices and other substances intended for distilling.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

SPAIN

Duty-free import quota

IN THE *State Gazette* of February 17 the Spanish authorities published a Decree establishing an import quota free from specific duty of Ptas. 30 per kilo of 4,500 tons of acrylic fibres and acrylic yarn (Tariff Headings 56.01-A3; 56.02-A3; 56.04-A3; 56.05-A3) until June 30, 1969.

Import duty suspension: steel bloom coils

IN THE *State Gazette* of February 17 the Spanish authorities announced the suspension of the Customs duty on stainless steel blooms (Tariff Heading 73.15-B 2b) until May 17, 1969.

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

Opening of global quotas (1)

IN THE *Board of Trade Journal* dated February 7 the Spanish global quotas for 1969 were published. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between March 1 and 31.

Quota No.	Goods	Value of licences for which applications are invited (Pesetas)
47	Dumpers	110,000,000
53	Buses, fire engines and parts for the manufacture of commercial vehicles	137,500,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas (2)

IN THE *Board of Trade Journal* dated February 7 the Spanish global quotas for 1969 were published. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between March 15 and April 14.

Quota No.	Goods	Value of licences for which applications are invited (Pesetas)
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized	57,750,000
16	Phenoplast and furane resins	24,750,000
20	Polyvinyl chloride	16,500,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas 1969 (3)

IN THE *Board of Trade Journal* dated February 7 the Spanish global quotas for 1969 were published. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between February 15 and March 14 in the case of quotas 10, 11, 13 and 19, and between February 15 and March 15 in the case of quotas 43, 44, 45, 46, 48 and 49. Quota 12 is open permanently.

(*Continued on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 90 of January 10 issue.

SPAIN, *continued*

Quota No.	Goods	Value of licences for which applications are invited (pesetas)
10	Inorganic chemical goods	27,500,000
11	Organic chemical products	22,000,000
12	Pharmaceutical specialities	110,000,000
13	Varnishes, inks, pigments and similar preparations	19,250,000
19	Styrene and derivatives, polymerization products	8,250,000
43	Marine engines and parts for the manufacture of the same	24,750,000
44	Engines for use on land and parts for the manufacture of the same	96,525,000
45	Motor pumps and motor compressors	22,000,000
46	Refrigerators up to 250 litres	50,000,000 (10,000 units)
48	Television and radio receivers	16,500,000
49	Radio transmitters and transmitter-receivers	† 36,575,000

Inquiries about the above notice should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Reduced duty extensions

THE SPANISH authorities have published Decrees by which the following items will continue to benefit from a reduced rate of import duty. The new period will be in force from the expiry of the previous concessions.

Tariff heading	Reduced duty	Valid during
84.14-C	5%	1 year
84.17-I	5%	1 year
84.17-J 2	5%	1 year
84.31-B 3	5%	2 years
84.31-C 2	5%	2 years
84.31-D 1a	8%	2 years
84.31-D 2.	5%	2 years
84.32-A	5%	2 years
84.32-B I	5%	2 years
84.32-C	5%	2 years
84.32-D	5%	2 years
84.32-E	5%	2 years
84.32-F	5%	2 years
84.32-G	5%	2 years
84.32-H	5%	2 years
84.32-I	5%	2 years
84.32-J	5%	2 years
84.32-K	5%	2 years
84.32-L	5%	2 years
84.32-M	5%	2 years
84.33-A 1	5%	2 years
84.33-A 2	5%	2 years
84.33-C	5%	2 years
84.33-D	5%	2 years
84.33-E	5%	2 years
84.33-F	5%	2 years
84.33-G	5%	2 years
84.33-H	5%	2 years
84.33-I	5%	2 years
84.33-J	5%	2 years
84.33-K	5%	2 years
84.34-A	5%	2 years
84.34-B	5%	2 years
84.34-C 2	5%	2 years
84.34-D	5%	2 years
84.34-F	5%	2 years
84.34-G	5%	2 years
84.35-B 1 c	5%	2 years
84.35-B 2 a	5%	2 years
84.35-B 3	5%	2 years
84.35-C 1	5%	2 years
84.35-C 4	5%	2 years
84.35-D	5%	2 years
84.35-E	5%	2 years
84.35-F	5%	2 years
84.42-A	5%	2 years
84.42-B 10	5%	2 years

EUROPEAN COMMUNITIES

Temporary suspension of import duties in the common tariff—correction

THE *Board of Trade Journal* dated February 21, 1969 (page 576) contains a notice about a number of partial or total suspension of duties on certain items. In Table 2 (column 2) the third entry for tariff heading 'ex 29.14 A II (c) 5' should be amended to read '11 α: 17 α: 21-Trihydroxy-16 α-methyl-5 α-pregnane-3: 20-dione 21-acetate 11-tosylate.'

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

OILS, OILSEEDS AND FATS

Regulation (CEE) No. 52/69 modifies **Regulation 911/68** relating to certain procedures concerning aid for oil seeds (*Journal Officiel* No. L8 dated January 14, 1969).

Regulation (CEE) No. 266/69 modifies **Regulation (CEE) No. 284/67** relating to certain details of the procedure for applying export refunds for oil seeds (*Journal Officiel* No. L37 dated February 13, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 267/69 modifies **Regulation (CEE) No. 1354/68** concerning the sale of butter held in public stock to manufacturing industries at a reduced price (*Journal Officiel* No. L38 dated February 14, 1969).

Regulation (CEE) No. 288/69 modifies the annex to **Regulation (CEE) 1098/68** which establishes the methods to be adopted for granting export refunds for milk and milk products (*Journal Officiel* No. L39 dated February 15, 1969).

SYRIAN ARAB REPUBLIC

Import restrictions

THE MINISTER for the Economy and Foreign Trade has issued a Decree (No. 853, of November 27, 1968) authorizing the importation of the following commodities. These products which were previous restricted imports (Decree No. 17 of January 9, 1967), are subject to an import licence.

Tariff No.	Commodity
62.01	Woollen blankets and rugs; blankets and rugs of blended wool provided that the proportion of wool is not less than 50% of the total weight of the article.
84.35	Printing machinery and machines for uses ancillary to printing.
84.54	Other office machines (duplicators, addressing machines).
85.06	Electro-mechanical domestic appliances.
85.13	Electrical line telephonic and telegraphic apparatus.
90.08	Cinematographic equipment.
90.21	Instruments, apparatus or models for demonstrational purposes (in the field of education and exhibitions).
92.11	Phonographs (gramophones), dictating machines and other sound recorders and reproducers.
92.12	Gramophone records and other sound recordings for use on the apparatus defined in No. 92.11.

This Decree comes into force from the date of publication.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

BAHRAIN

Proposed switch from English to metric system

IT WAS ANNOUNCED by the Government in Bahrain on February 2, 1969, that HH the Ruler had decided on the principle of transferring the units of weights, measurements and capacity from the English system to the metric.

The Bahraini Government will in due course announce details of this plan and its timings.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

ZAMBIA

Customs tariff changes

IN A NOTICE published in the *Board of Trade Journal* of February 21 (pages 579-582) details were given of the Zambian Customs and Excise (Amendment) Act, 1969. It is regretted that items

19(d), 50(d), 54 and 206 were incorrect. These should read as follows:

First Schedule

Item	Goods	Duty
19	Fish:	
	(d) Other, including fish pastes, potted, tinned or bottled *ad val.*	30%
50	(d) Rum . . . . . per imp. pf. gal.	K24·00
54	Cigarettes . . . . . per lb.	K2·00
	and in addition *ad val.*	30%
206	The duplication of item (b) should be deleted.	

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

UGANDA

Agency arrangements

IN THE PAST, it has frequently been the practice for British firms to appoint one agent, often based in Kenya, to cover the whole of East Africa.

Exporters will wish to know that the Ugandan authorities wish overseas companies to be represented in Uganda by autonomous Ugandan concerns and that they are actively encouraging this policy by the application of their import licensing procedures.

The Commercial Department of the British High Commission, Kampala, will be pleased to assist British firms seeking separate Ugandan representation. Details of such requirements should be sent to Export Services Branch of the Board of Trade or to any Board of Trade Regional Office.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 416) quoting file reference ESB 2011/G.

MAURITIUS

Customs tariff amendments

THE BOARD OF TRADE has received a copy of the Mauritius *Government Gazette* of December 14, 1968, which contains the Customs Tariff (Amendment No. 2) Act, 1968.

The effect of this Act is to validate the Resolution published in the *Board of Trade Journal* of June 21, 1968 (pages 1892 to 1894). The Act also provides for the following amendments:

Schedule

Tariff item No.	Description of goods	Unit	Rates of duty			
			From		To	
			General tariff	Preferential tariff	General tariff	Preferential tariff
032-01 1	Fish and fish products (except crustacea, molluscs and salmon) in airtight containers .	*Ad val.*	40%	20%	20%	10%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

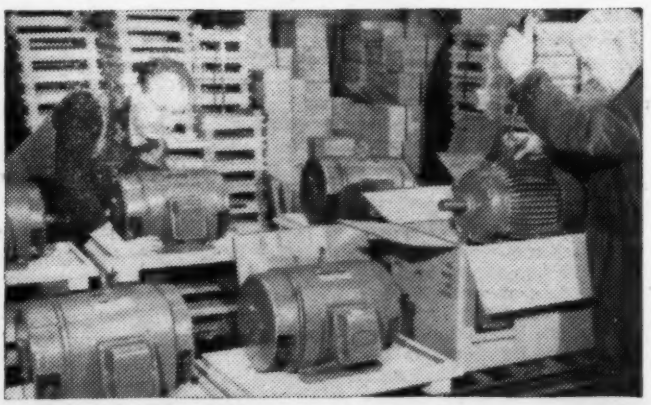
REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES published in the South African Government *Gazette Extraordinary* of February 7, 1969, amend the Customs tariff as follows:

(*Continued on next page*)

DESTINATION...
Tuscaloosa?...
Walla Walla?...
Dawson Creek?



BROOK ELECTRIC MOTORS

Brook make electric motors for use anywhere, to local standards and to meet working conditions, from arctic to tropics. Service from dependable representatives in eighty countries.

BROOK MOTORS LIMITED • HUDDERSFIELD • ENGLAND
69/8

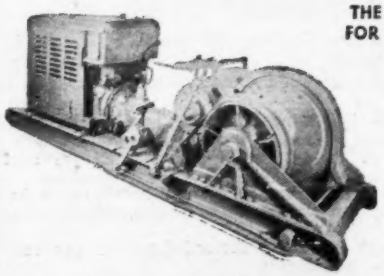
'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

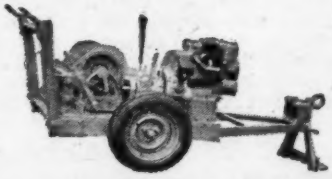
THIS MACHINE IS IDEAL FOR OILFIELD WORK



THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM

SOUTH AFRICA, *continued*

Government Gazette No 2276 of February 7

Notice No. R141: (1) Specific provision, free of duty, is made for polyethylene terephthalate in blocks, lumps, powders and similar bulk forms.

(2) The duty on polyester fibres, continuous filament tow of polyester fibres, waste of polyester fibres and yarn of polyester fibres (discontinuous or waste) is increased to the extent indicated.

Notice No. R142: Provision is made for an ordinary anti-dumping duty on polyester fibres (discontinuous), not carded, combed or otherwise prepared for spinning, and on polyester fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning, if imported from or orginating in the United States of America.

Notice No. R143: (1) The provision for a rebate of duty on polyester resins, for the manufacture of textile yarn, fibre, tow and tops, is withdrawn.

(2) The provision for a rebate of duty on yarn of combed synthetic fibres for weaving worsted fabrics and on yarn of polyester fibres for weaving fabrics suitable for use as interlinings, is withdrawn.

(3) Provision is made for a rebate of the full duty on waste of polyester fibres, not carded, combed or otherwise prepared for spinning, for the manufacture of blankets.

Notice No. R144: Provision is made for an ordinary anti-dumping duty on certain fluorescent lamps if imported from or originating in Canada.

Notice No. R145: (1) Provision is made for a rebate of the full duty on knitted fabrics of cellulosic fibres, coated with artificial plastic materials, for the manufacture of infants' clothing.

(2) The provision for a rebate of duty on kraft paper, creped, for the manufacture of lined sugar bags, is extended to cover the manufacture of all lined bags.

Notice No. R146: The provision for a drawback of the full duty on kraft paper, creped, used in the manufacture of paperlined bags, used as containers for asbestos, is withdrawn.

Notice No. R154*:* Provision is made for a rebate not exceeding the preferential duty on positive battery plates of metal, for the manufacture of primary cells and primary batteries, with retrospective effect from September 22, 1967.

Inquiries regarding this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456).

Customs tariff application

CUSTOMS TARIFF Application List No. 486, published in the South African Government Gazette of February 21, contains applications to the Board of Trade and Industries for increases in duty on:

1. Axles (driving) of the rigid integral housing type, having a crown wheel or ring gear not exceeding eight inches in diameter, and parts thereof, from 20 per cent *ad valorem* to 25 per cent *ad valorem.*
2. (i) Axles (driving) (other than the rigid integral housing type, having a crown wheel or ring gear not exceeding eight inches in diameter) and parts thereof, and
   (ii) Axles (non-driving) and parts thereof from 20 per cent *ad valorem* to 30 per cent *ad valorem.*

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

CEYLON

Import control

IMPORT CONTROL Notice No. 5/69 contains an additional list of proprietary and non-proprietary veterinary drugs and feed additives which may be imported into Ceylon on licence under Quota Item No. D.3, and under the terms given in Import Control Notice No. 25/64 published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Import control

THE MALAYSIAN GOVERNMENT GAZETTE dated January 9, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 2) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1968 by the addition of the following items:

Heading No.	Description of goods	Country
59.04	Twine, cordage, ropes and cables, plaited or not: of jute	All countries
62.03	Sacks and bags, of a kind used for the packing of goods:	
100	used (secondhand)	All countries
110	unused	All countries
120		

This notice means that the importation into the States of Malaya of these goods is subject to special licensing.

SINGAPORE

Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Electronics	Semi-conductor components and materials
2. Electronics	Electronic devices
3. Electronics	Electro-optic products
4. Electronics	Electrical control products
5. Electronics	Geophysical instruments
6. Metallurgical	Composite and clad materials
7. Geographical	Seismic maps and earth record sections

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of January 10, 1969, page 114. Inquiries concerning this notice should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London S.W.1 (Tel, 01-222 7877, Ext. 2143) quoting reference CRE 24014/G.

AUSTRALIA

Prohibition of imports of hay, chaff and straw

A NOTICE WAS published in the *Board of Trade Journal* on January 17, 1969 (page 193), to the effect that the Australian Minister for Health had announced that from December 19, 1968, hay, chaff or straw (including hay, chaff or straw used as packing for other goods) are prohibited from importation under the provisions of Quarantine Proclamation 62P unless the permission of the Director of Quarantine has been obtained.

In order to make allowance for consignments of goods which have straw packing and which are enroute to Australia, the procedure which has operated will be allowed to remain in force until May 1, 1969. After that date the importation of such straw material packing will have to be substituted by an acceptable alternative such as wood wool, sawdust, sphagnum moss, peat moss, osmunda fibre, granulated cork, charcoal, cardboard, shredded paper, etc.

No certificates which accompany straw packing will be accepted after May 1, 1969.

(*Continued on page* 652)

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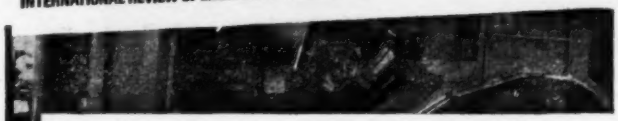
international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

MARCH 1



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Import licensing controls

NOTICE WAS GIVEN in the *Board of Trade Journal* on February 16, 1968 (page 542) of commodities which were subject to import licensing control.

The Australian Department of Customs and Excise has issued a revised copy of the Schedule of Categories of goods remaining subject to import licensing control. The Schedule is shown below and incorporates all amendments made to the former Schedule of Categories up to January 1, 1969:

Category item	Description	Licensing treatment
60.05.121 60.05.129	Knitted coats, jumpers, cardigans, sweaters, and the like, falling within sub-paragraph 60.05.121 or sub-paragraph 60.05.129 of the First Schedule to the Customs Tariff 1966-1968	Quota
76.01 A Unwrought B Dross C Balance	Unwrought aluminium, unwrought aluminium alloy and aluminium and aluminium alloy waste and scrap falling within item 76.01 of the Customs Tariff 1966-1968 .	ADM
Bank A39	Used, secondhand or disposals machinery or equipment, and parts thereof, of the following classes:	ADM
	(a) Earthmoving or excavating vehicles, machinery or equipment (e.g. tractors, rock buggies, dumpers, graders, loaders, ditchers, draglines, mechanical shovels, excavators, scrapers, bulldozers) and parts thereof.	
	(b) Materials handling equipment (e.g. cranes, forklift trucks) and parts thereof.	
87.02.130	(c) Other vehicles being four-wheeled drive commercial road transport vehicles and other four-wheel drive vehicles excluding omnibuses, being vehicles of a kind to which paragraph 87.02.13 of the Customs Tariff 1966-1968 applies.	ADM

NEW ZEALAND

Customs tariff inquiry

FOLLOWING THE RECEIPT by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question whether any new or increased duty (relative to the duties in force prior to the imposition of the temporary duties now in operation) is necessary. The goods in question are classified in the tariff items shown below:

Tariff item	Description
87.14.21	Trailer axle assemblies of a capacity of 3 tons and over.

Temporary duties as shown below came into effect December 20, 1968:

British preferential	22½ per cent
Most favoured nation	42½ per cent
General tariff	47½ per cent

The goods were formerly classified in tariff item 87.14.17 (now temporarily suspended) and were subject to duty at the following rates:

British preferential	Free
Most favoured nation	20 per cent
General tariff	25 per cent

The public inquiry will take place in Wellington on April 15, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, April 1, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the

(*Continued on page 655*)

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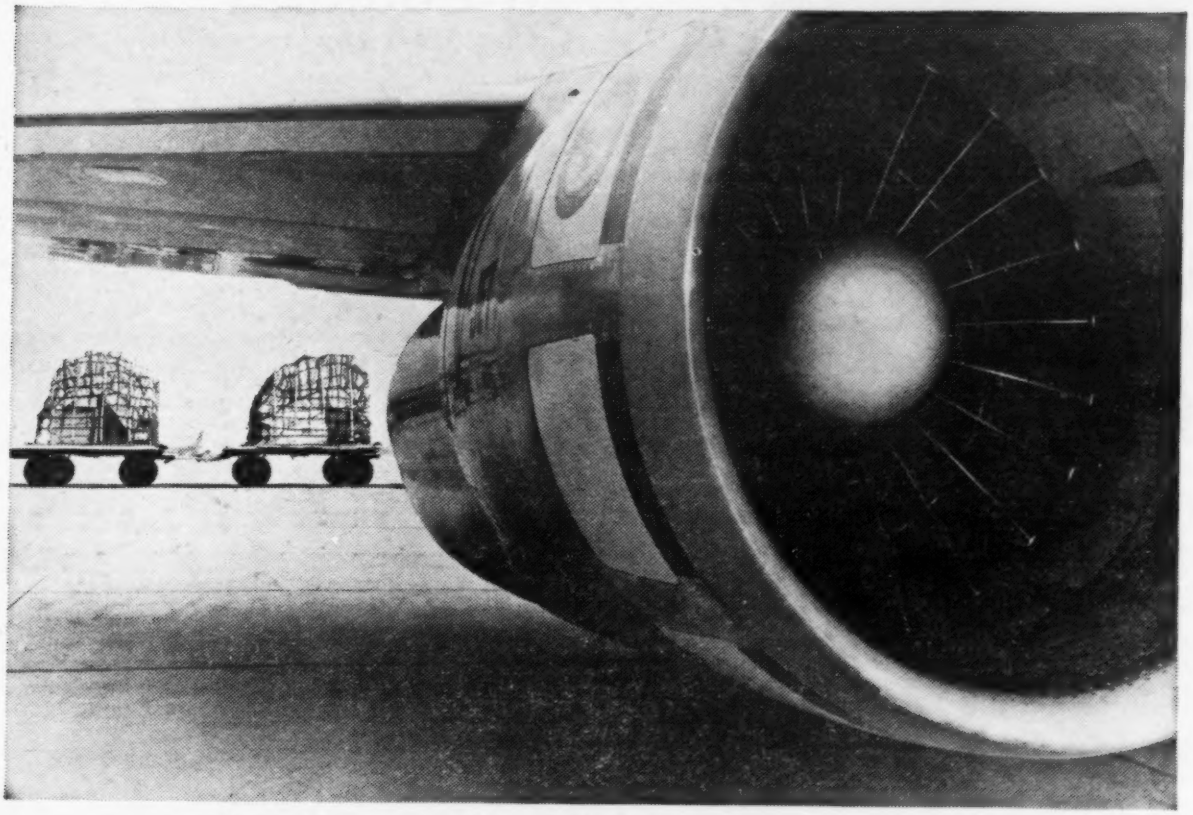

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United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 477/1969).

Postponement of Tariff and Development Board inquiry

NOTICE is hereby given that the New Zealand Tariff and Development Board has acceded to a request that the public inquiry into import duties and import licensing affecting certain preparations based on thichlorfon which was to be held on March 25, 1969, be deferred until further notice.

Any inquiry regarding this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 107/69.

Import duties and Import licensing: chart temperature recorders, shovels and hatmaking blocks

FOLLOWING the receipt by the New Zealand Minister of Industries and Commerce of reports from the Emergency Protection Authority the New Zealand Government has accepted the recommendation of the Authority that urgent action is necessary in relation to the importation of the goods enumerated in the Schedules to this notice and has taken the temporary measures described in these Schedules.

In accordance with Section 10E of the Tariff and Development Board Act 1961, the Minister of Industries and Commerce has referred to the Board for inquiry and report the questions set forth in the Schedules to this notice.

Interested parties are requested to forward to the Board such evidence as they would propose to tender during a public inquiry into any of the matters set forth in the Schedules. Persons tendering evidence should comply with the 'Notes for Guidance of Witnesses', which have been prepared by the Board and which may be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will need to be presented under oath at the public inquiry by the person tendering it.

Twelve copies of a typewritten statement of evidence to be tendered should be lodged with O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand not later than April 28, 1969.

To the extent that, on the basis of the evidence submitted, public inquiries are found to be necessary, it is intended to conduct them on dates to be notified, but not earlier than one month after April 28, 1969.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24079/G.

Schedule A

Chart temperature recorders, classified in tariff item 90.23.00 which reads as follows:

90.23.00 Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments:

(*Continued on next page*)

Commencing 1st. April 69
JAPAN*
BY
SABENA
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NEW ZEALAND, *continued*

Rates of duty are:

British Preferential	Most Favoured Nation	General
Free	15%	25%

Temporary measure taken:

Chart temperature recorders to be excluded from the proposed import licensing exemption relating to item code 90.180 and given a 'C' category.

Terms of reference to Board:

To inquire into and report whether any new or increased duty is necessary in respect of these goods and to include import licensing as affecting these goods in its inquiry.

Schedule B

Domestic coal shovels, classified in Tariff item 82.01.04 which reads as follows:

Shovels:

82.01.03 As may be determined by the Minister.

82.01.04 Other.

Rates of duty are:

	Aul.	British Preferential	Most Favoured Nation	General
82.01.03	16%*	20%*	—	45%*
82.01.04	—	Free	—	25%

*or such lower rate of duty as the Minister may in any case direct.

Temporary measure taken:

Domestic coal shovels to be determined under Tariff item 82.01.03 with rates as follows:

	Aul.	British Preferential	Most Favoured Nation	General
82.01.03	Free	20%	—	45%

Terms of reference to Board:

To inquire into and report upon whether any new or increased duty is necessary in respect of these goods.

Schedule C

Hat-making blocks classified in tariff item 84.39.01 which reads as follows:

84.39 Machinery for the manufacture or finishing of felt in the piece or in shapes including felt-hat making machines and hat-making blocks:

84.39.01 Hat-making blocks.

Rates of duty are:

	British Preferential	Most Favoured Nation	General
84.39.01	Free	20%	25%

Temporary measure taken:

Hat-making blocks to be excluded from the proposed import licensing exemption relating to item code 84.325.

Terms of reference to Board:

To inquire into and report whether any new or increased duty is necessary in respect of these goods and to include import licensing as affecting these goods in its inquiry.

The forklift truck and sideloaders that won Lancer Boss Limited its recently announced breakthrough into the North American market through a £52 million marketing agreement with Allis-Chalmers, are to be seen at seven major national and international exhibitions over the next four months. This represents the biggest and busiest exhibition programme yet mounted by the Leighton Buzzard, Bedfordshire, company, which has been known to gain up to £½ million in orders from a single showing.

VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas report that under resolutions published on February 3 and 4, 1969, new tariff descriptions and import licence restrictions are introduced on a number of products. In addition, duties on certain of these items have been increased. Details are as follows:

Tariff No.	Description	Rate of duty Bolivares per kilos gross
021.01.01.1	Milk cream, with up to 35% fat and in containers of up to one litre (4) (x)	5·00
053.01.02	Olives, in containers, n.e.s. (4) (x)	3·00
053.01.04	Small and large capers:	
	A. In wooden containers (x)	0·80
	B. In containers, n.e.s. (4) (x)	3·00
055.02.04.8	Mixed pickles, prepared or preserved in vinegar, with or without the addition of salt, mustard, spices and sugar (4) (x)	3·00
075.01.02	Peppers or chilli peppers (of the genus Capsicum) (4)	1·20
091.02.02	Hog lard substitutes and other similar edible fats and lards of vegetable origin, n.e.s. (4) (x)	2·00
091.02.02.1	Deleted	
091.02.02.2	Deleted.	
411.02.03	Other oils, lards and fats of animal origin for inudstrial use, n.e.s. (4) (x)	2·00
411.02.03.1	Deleted.	
411.02.03.2	Deleted.	
413.02.00	Hydrogenated fats and oils (4) (x)	2·00
413.03.01	Stearic acid (commercial stearine) (4) (x)	1·00
413.03.01.1	Deleted.	
413.03.01.2	Deleted.	
413.03.02	Oleic acid (commercial olein), palmitic acid (commercial palmitine) and other fatty acids (4) (x)	2·00
413.03.02.1	Deleted.	
413.03.02.2	Deleted.	
413.03.03.1	Acid oils (4) (x)	2·00
512.09.06.6	Stearic acid (4) (x)	1·00
512.09.06.10	Oleic acid (4) (x)	2·00
512.09.07.6	Magnesium stearate (4) (x)	4·00
512.09.07.7	Zinc stearate (4) (x)	4·00
512.09.07.16	Stearates, n.e.s. (4) (x)	4·00
632.09.16	Wooden furniture, as distinct from that in Chapter 82	100.00
632.09.17	Deleted.	
632.09.20	Other wooden manufactures, n.e.s.	
632.09.20.1	Deleted.	
632.09.20.2	Deleted.	
632.09.20.3	Deleted.	
632.09.20.6	Deleted.	
632.09.20.9	Other	50·00
699.29.20.17	Metal furniture as distinct from that of Chapter 82 (4)	1·80
716.12.01.4	Air conditioning equipment and machines for purifying the air, and fans, n.e.s., weighing more than 15 kilograms each (4)	0·01
716.12.02	Refrigeration equipment.	
716.12.02.19	Spare parts and accessories, n.e.s.	0·05
716.12.03	Deleted.	
716.12.04	Deleted.	
716.12.09	Deleted.	
716.12	Explanatory notes: Refrigerators and freezers for domestic use are classified in heading 899.08. Also excluded from this heading are portable electric fans and those which are mounted on supports (721.12). Apparatus which operates with a tank of ice (ice-boxes or freezers) which are classified in heading 821.01 or 821.02 and domestic machines for making ice or ice creams are classified respectively in heading 899.08 and in sub-heading 716.13.01.	
721.04.01	Classified in this sub-heading is receiving apparatus for radio-telegraphy, telephony and television, completely unassembled or partly assembled, such as a chassis fitted with valves, resistances, circuits, whether or not printed, transformers, loudspeakers, amplifiers, switches, dials, whether or not illuminated. Excluded are transmitting and receiving apparatus for special technical uses (e.g., for remote control, radio goniometers, etc.), classified in heading 721.04.05, as well as the furniture for receiving apparatus for radio-telegraphy, telephony and television, made of any material, classified in sub-heading 721.04.06.	
721.04.06	Furniture of any material for the apparatus of heading 721.04 (4)	20·00
721.12.02	Electric domestic machinery for washing, drying or ironing clothes (4)	0·01
721.12.09	Spare parts and accessories, n.e.s. (4)	0·05
821.01.01	Wooden furniture, with or without parts of other materials for medical or surgical use	20·00
821.01.01.1	Deleted.	
821.01.01.2	Deleted.	
821.01.01.3	Deleted.	
821.01.01.4	Deleted.	
821.01.02	Furniture with wooden framework, upholstered with any material	100·00
821.01.02.1	Deleted.	
821.01.02.2	Deleted.	
821.01.03	Other wooden furniture, n.e.s.	
821.01.03.1	Ice-boxes; ironing tables and boards	5·00
821.01.03.2	Deleted.	
821.01.03.3	Deleted.	
821.01.03.4	Deleted.	
821.01.03.9	Other	100·00
821.02.01	Metal furniture for medical or surgical use.	
821.02.01.1	Mechanical beds for invalids	1·80
821.02.01.2	Tables for surgery in general and for examinations, chairs for dentistry, ophthalmology, etc.	0·50
821.02.01.9	Other	20·00
821.02.02	Metal furniture, upholstered with any material (4)	20·00
821.02.02.1	Deleted.	
821.02.02.2	Deleted.	
821.02.02.9	Deleted.	
821.02.03	Metal furniture, n.e.s.	
821.02.03.1	Ice-boxes; ironing tables and boards	5·00
821.02.03.2	Barbers' and hairdressers' chairs, with mechanisms	0·50
821.02.03.3	Of aluminium	20·00

Tariff No.	Description	Date of duty Bolivares per kilo gross
821.02.03.4	Deleted.	
821.02.03.5	Deleted.	
821.02.03.9	Other (4)	1·80
821.09.01	Mattresses filled with all kinds of materials, including foam and sponge rubber, and those reinforced with springs, and spring interior mattresses and divans	40·00
821.09.01.1	Deleted.	
821.09.01.2	Deleted.	
821.09.01.3	Deleted.	
821.09.01.4	Deleted.	
821.09.01.5	Deleted.	
821.09.02	Mattress supports with or without truss of wire mesh, or of strips or springs (4)	1·80
821.09.02.1	Deleted.	
821.09.02.2	Deleted.	
821.09.03	Furniture of bamboo, cane, rush, wicker-work, plastic and other materials, n.e.s.	20·00
821.09.03.1	Deleted.	
821.09.03.2	Deleted.	
821.09.03.3	Deleted.	
821.09.03.4	Deleted.	
821.09.03.5	Deleted.	
821.09.03.6	Deleted.	
821.09.03.7	Deleted.	
	Explanatory notes:	
821.09.03	Includes pneumatic furniture of rubber, plastic and the like.	
891.01.07	Furniture of any material made to contain the apparatus included in this heading (gramophones, record players and other sound recording apparatus) including for apparatus for office use falling in heading 714.02.01 (4).	20·00
	Explanatory notes:	
891.01	Included in this heading are gramophones, record-players and sound-recording apparatus, completely unassembled or partly assembled, such as decks, with or without arms, whether or not coupled, amplifiers, loudspeakers, etc. Excluded is equipment for recording and reproducing sound in cinematography which is included in heading 861.02; and radiograms (record players combined with a radio) which are classified in heading 721.04; dictaphones and other sound recording and reproduction machines for office use which fall in heading 714.02	

(4) Prior import licence required from the Ministry of Development.
(x) Changes in import duty for these headings come into force on April 5, 1969, when any licensing requirement will be terminated.

CUBA

Registration of patents

A NEW LAW was introduced in Cuba with effect from October 11, 1968, which has abolished the registration of patents by the method hitherto permitted of depositing patents taken out in other countries. In future, all patents must be applied for by submitting applications for Cuban patents.

A copy of the law in Spanish is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2, and it is expected that an English translation will be available shortly.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, page 865) has been further amended by the addition of the following new item:

'166 (A). Coconuts and Copra.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

533-03.05 Ships' bottom compositions.

851-02 Footwear, all sizes, including safety footwear, wholly or mainly of leather (not including slippers or house footwear) as follows:

(i) All types for men and boys;

(*Continued on next page*)

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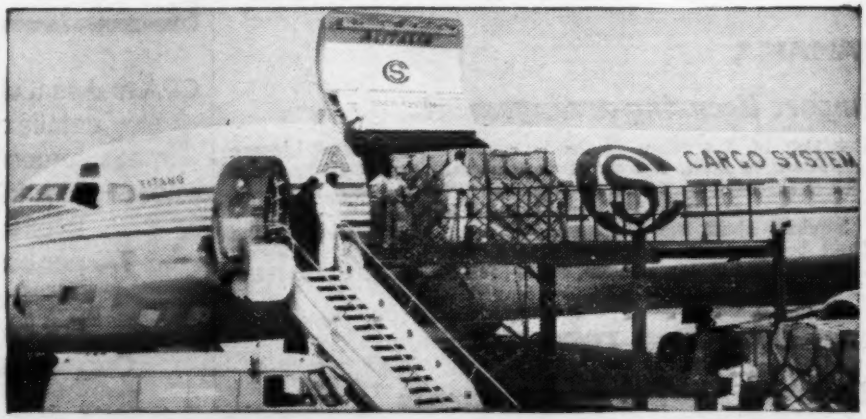

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TRINIDAD & TOBAGO, *continued*

(ii) Sandals only for women and girls.

851-03.02 Footwear, all sizes, wholly or mainly of textile materials, with soles of leather or leather substitutes, as follows:
(i) All types for men and boys;
(ii) Sandals only for women and girls.

851-09 Footwear n.e.s. (excluding gaiters, spats, leggings, puttees) for men and boys.

Note: The above items are in addition to the following, which are already on the Negative List – 851-01 (Slippers and house footwear of all materials, except rubber); 851-03.01 (Footwear wholly or mainly of textile materials with soles of rubber); 851-03.09 (Footwear, wholly or mainly of textile materials, with soles of other materials, i.e. other than rubber and leather and leather substitutes) and 851-04 (Rubber footwear).

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of the following types of footwear:

(1) Slippers and house footwear, for men, boys, women and girls:
851-01 Slippers and house footwear of all materials, except rubber.

(2) Sandals, for men, boys, women and girls:
851-02 Sandals, wholly or mainly of leather.
851-03.02 Sandals, wholly or mainly of textile materials, with soles of leather or leather substitutes.
851-03.09 Sandals, wholly or mainly of textile materials, with soles of other materials, except rubber.

(3) Footwear (other than (1) and (2) above) for men and boys only:
851-02 Footwear, wholly or mainly of leather, not including slippers, sandals and house footwear.
851-03.02 Footwear, wholly or mainly of textile materials, with soles of leather or leather substitutes.
851-03.09 Footwear, wholly or mainly of textile materials, with soles of other materials, except rubber.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

UNITED STATES

Motor vehicle pollution control

THE UNITED STATES DEPARTMENT OF HEALTH, Education and Welfare announce that a public hearing will take place on March 4, 1969, at the Customs Courtroom, 300 North Los Angeles Street, Los Angeles, following a request by the State of California for waiver of the prohibitions of Section 208(a) of the Air Quality Act of 1967 to provide for introduction by the State of California of standards, requirements, conditions and test procedures for 1970 and later model year new motor vehicles and new motor vehicle engines, more stringent than the applicable Federal standards.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Investigation : sardines

THE United States Tariff Commission has instituted an investigation under Section 301 (b) (1) of the Trade Expansion Act of 1962 to determine whether sardines in airtight containers of the kinds provided for in tariff items 112.20-24; 112.54-73, and 112.79-86 of the United States tariff schedules are being imported into the United States in such increased quantities as to cause or threaten to cause serious injury to the domestic industry or industries concerned.

A public hearing in connection with this investigation will be held on April 29, 1969, in the Hearing Room, 8th and E Streets N.W., Washington, D.C. Persons wishing to participate in the hearing either in person or by representative, should file a request to appear, in writing, with the Secretary of the Tariff Commission at least three days in advance of the hearing.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

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FAIR TRADE AND THE CONSUMER in Western European Law. A conference will be held at St. John's College, Cambridge, March 27-30, 1969, on Inducements to Buy, Price Control, Labels and Packaging, Advertising and Comparative Testing and generally on the law of unfair competition as it affects the consumer. Background papers on United States, Canada, EEC and the Nordic countries. Lawyers, businessmen, consumers, economists are all welcome. Further information from: British Institute of International & Comparative Law (Dept. FT), 32 Furnival Street, London, E.C.4.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow airport (Q)	31 Jan. 1969
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	20 Dec. 1968
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Capital expenditure:	
By industry (Q)	17 Jan. 1969
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development	7 Feb. 1967
Industry's investment intentions (3 times a year)	24 Jan. 1969
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	14 Feb. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
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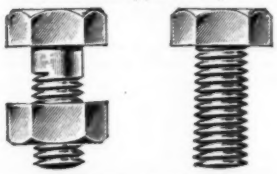

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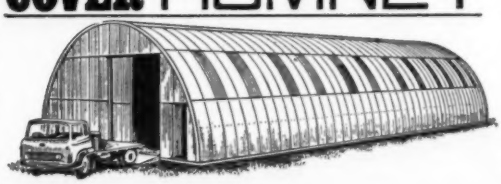

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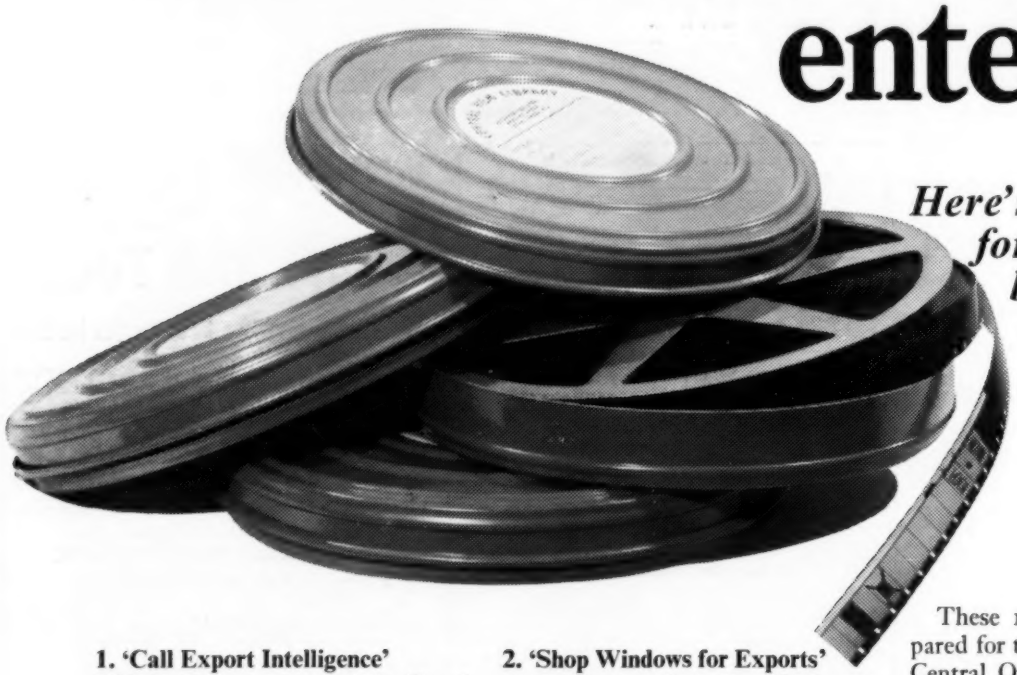

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